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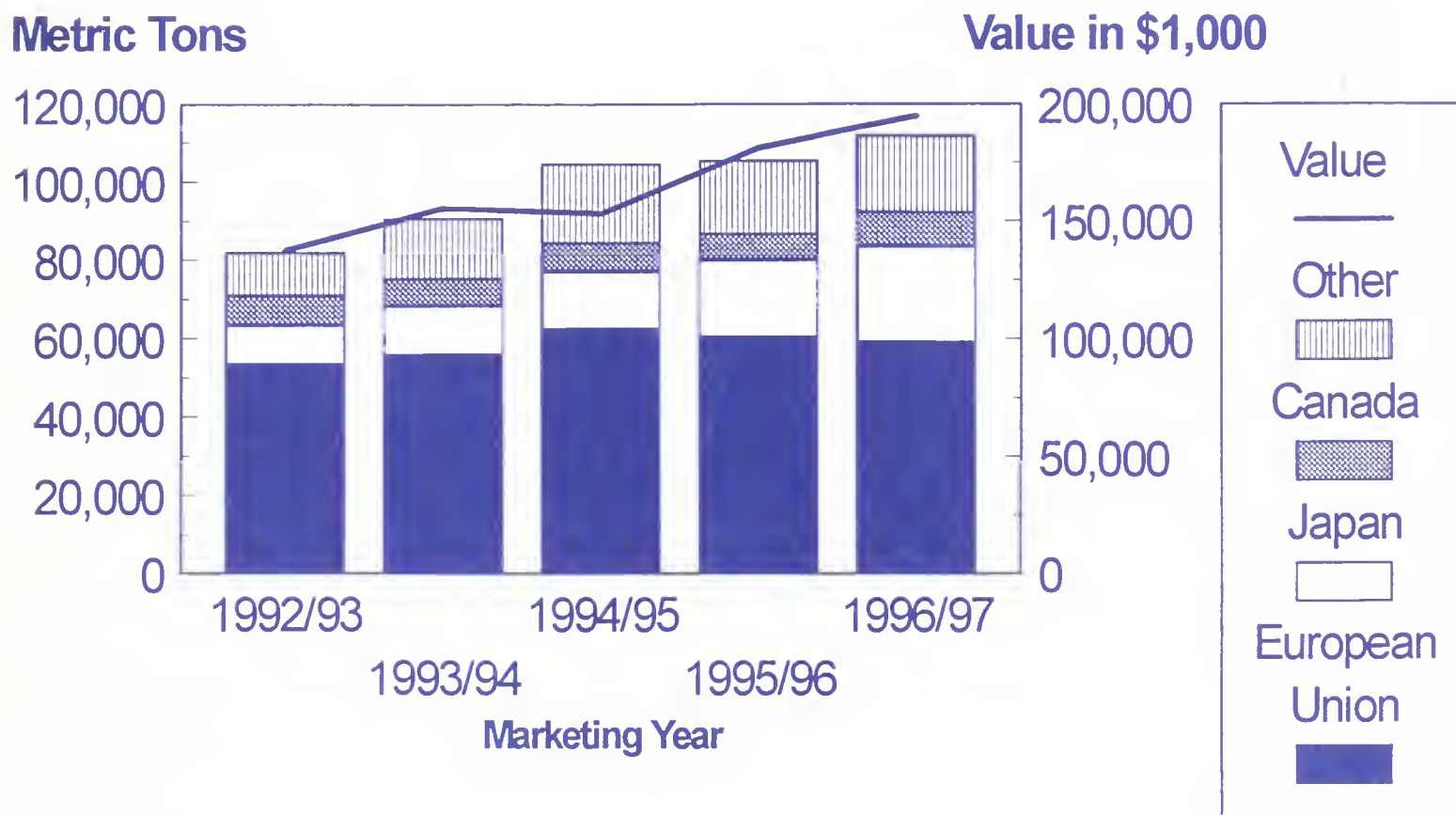
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# World Horticultural Trade and U.S. Export Opportunities

## U.S. Walnut Exports Reached Record Volume and Value in 1996/97



Marketing Year: August-July

Source: U.S. Bureau of the Census

The value and volume of U.S. walnut exports (in-shell basis) in marketing year 1996/97 (August-July) reached records of \$195 million and 112,000 metric tons, up 8 and 6 percent respectively. Higher prices due to a smaller U.S. walnut harvest and strong export demand, particularly in the European Union (EU) and Japan, were the primary forces driving the record export performance. Walnuts are the United States' second most important tree nut export behind almonds. California accounts for nearly all of the U.S. walnut production, with about half of their production going for export. Tariff reductions around the world resulting from the Uruguay Round agreement and various bilateral trade agreements have helped facilitate the growth in exports. Further, the Market Access Program has assisted the California walnut industry over the past 10 years in promoting its products in key markets.

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#### ANALYSIS

Sam Rosa	202-720-6086	Fresh deciduous fruit, apple juice, olives, stone fruit, and CBI
Brian Grunenfelder	202-690-2702	Trade policy, food safety, and plant health group leader
Bill Janis	202-720-0897	Fresh and processed potatoes, tree nuts, and tropical fruits
Bob Knapp	202-720-4620	Canned deciduous fruit and kiwifruit
Emanuel McNeil	202-720-2083	Fresh and processed vegetables, melons, bananas, nursery products, and cut flowers
Debra A. Pumphrey	202-720-8899	Coffee, cocoa, spices, essential oils, ginseng, and trade forecasts
Stephanie Riddick	202-720-9792	Dried fruit, avocados, beer, hops, berries, and circular coordinator
Joe Somers	202-720-2974	Situation and outlook group leader, processed citrus, trade forecast coordinator, FAO citrus liaison, and circular editor
Debbie Seidband	202-720-6877	Sugar, honey, and fresh citrus
Yvette Wedderburn Bomersheim	202-720-9903	Wine and brandy, table grapes, GSM-102 export credits, NAFTA coordinator and supplier credits
Janise Zygmunt	202-720-3423	Organics

#### MARKETING

Ted Goldammer	202-720-8498	Fresh citrus and products, hops, and potatoes
Pamela McKenzie	202-720-2252	Canned deciduous fruit, grape juice, cranberries, kiwifruit, and honey
Steve Shnitzler	202-720-8495	Avocados, ginseng, cut flowers, fresh apricots, pomegranates and asparagus
Gina Castelnovo	202-720-0898	Wine, brandy, berries and tomatoes
Kelly Strzelecki	202-720-0911	Organics and dried fruit
James Carlson	202-720-7931	Fresh deciduous fruit
Ingrid Mohn	202-720-5330	Tree nuts

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### Export Summary

U.S. exports of horticultural products to all countries in August totaled \$841 million, up 9 percent from the same month a year earlier. Eleven out of 15 categories registered increases. Categories with the most significant increases in August were fresh vegetables (up \$15.7 million or 29 percent), fruit and vegetable juices (up \$11.7 million or 23 percent), and fresh non-citrus fruit (up \$18.3 million or 13 percent). Categories with the most significant decreases were fresh citrus (down \$2 million or 8 percent) and dried fruit (down \$2 million or 6 percent). During the first 11 months (October-August) of fiscal year 1997, the total value of U.S. horticultural exports was \$9.7 billion--6 percent above the same period last year.

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All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds,  
1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon,  
1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

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U.S. Exports of Selected Horticultural Products  
World Total (October/September)

Name		Quantity					Values (1000 Dollars)				
Group & Product	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996		Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996
<b>Fresh Citrus MT</b>											
Grapefruit	7,573	6,131	493,377	476,336	497,339		4,383	3,011	256,376	236,234	258,858
Lemons	9,877	4,799	126,402	115,302	132,269		10,240	7,586	109,411	112,727	114,653
Oranges, Incl. Im	18,683	21,534	499,389	572,949	513,630		11,110	13,013	277,895	312,793	287,699
Other Citrus	408	339	29,794	28,209	30,208		228	277	24,521	23,474	24,774
Subtotal:----	36,541	32,803	1,148,961	1,192,796	1,173,446		25,961	23,887	668,203	685,228	685,985
<b>Fresh Fruit, Non-Citrus MT</b>											
Apples	34,280	45,568	527,669	662,702	564,953		23,570	26,638	345,096	393,918	371,337
Avocados	544	190	9,024	5,615	10,090		1,001	297	11,298	7,875	12,342
Cherries Swt &rt	1,697	1,959	34,535	38,499	34,702		3,566	5,237	130,531	139,346	130,807
Grapes	31,354	42,218	176,386	169,454	240,097		39,407	52,964	228,015	238,756	303,291
Kiwifruit	86	97	5,276	5,381	5,315		107	110	7,321	6,966	7,378
Melons	39,457	35,117	204,357	207,306	223,273		12,533	10,834	72,986	74,039	80,607
Papaya	550	402	7,740	6,117	8,274		1,404	1,075	17,754	15,581	19,100
Peaches & Nectrns	17,664	24,981	66,304	94,630	74,822		15,001	21,161	64,035	84,554	71,900
Pears	9,345	10,660	133,583	111,175	144,426		5,770	6,047	76,966	67,670	84,460
Plums/Prunes	24,066	16,745	56,270	60,789	67,193		21,020	14,625	50,526	52,103	60,698
Strawberries	5,433	5,591	50,172	49,043	53,693		9,779	11,680	82,452	87,571	91,674
Other Non-Citrus	3,468	3,609	43,730	49,493	47,787		5,004	5,822	56,859	66,637	62,554
Subtotal:----	167,944	187,138	1,315,049	1,460,204	1,474,624		138,163	156,491	1,143,840	1,235,016	1,296,148
<b>Can/Prep Fruit MT</b>											
Cherries, Tart Cn	194	245	6,058	4,567	6,270		278	289	7,089	5,922	7,406
Fruit Mixtures	2,799	1,192	23,792	20,414	26,876		3,381	1,353	27,875	24,669	31,614
Marachino Cherry	268	456	7,427	4,564	7,756		513	915	13,286	9,461	13,925
Peaches, Canned	963	1,124	16,289	15,233	17,777		933	1,013	15,700	14,900	17,250
Pineapple, Canned	222	252	3,068	3,468	3,339		214	233	2,840	3,208	3,113
Other Canned Frui	3,444	3,986	41,747	41,361	45,596		4,188	4,465	47,423	47,992	52,142
Other Prep/Preser	5,047	5,665	71,427	71,580	77,272		5,332	6,363	72,240	73,784	78,708
Subtotal:----	12,937	12,921	169,808	161,187	184,885		14,840	14,631	186,452	179,935	204,158
<b>Dried Fruit MT</b>											
Prunes, Dried	5,301	5,365	56,645	61,112	62,548		11,410	10,233	126,957	125,544	139,073
Raisins, Dried	11,322	10,034	104,899	102,603	118,824		18,763	18,551	176,996	181,653	200,420
Other Dried Fruit	1,632	1,683	20,011	15,445	22,411		4,400	3,829	49,070	45,018	55,474
Subtotal:----	18,255	17,082	181,556	179,160	203,783		34,573	32,613	353,023	352,215	394,967
<b>Frozen Fruit MT</b>											
Blueberries, Froz	4,842	7,582	13,248	13,873	13,785		4,265	6,642	17,771	19,548	18,713
Strawberries, Fro	1,377	2,219	19,784	19,553	21,890		1,628	2,812	25,630	24,911	28,346
Other Frozen Frui	2,599	2,460	26,505	20,396	28,612		3,522	3,111	33,982	26,378	36,707
Subtotal:----	8,817	12,261	59,536	53,823	64,287		9,415	12,565	77,382	70,837	83,766
<b>Fruit/Veg Juices KL</b>											
Grapefruit Ju, Cn	4,611	5,649	57,557	58,796	63,393		3,323	2,866	40,436	38,954	43,790
Orange Juice, Con	24,039	45,952	294,095	356,639	326,175		13,688	18,903	151,245	166,957	163,945
Orange Juice, Not	10,696	15,617	141,111	164,009	152,862		7,070	10,403	101,314	114,491	109,185
Other Juices	39,432	42,041	447,510	422,936	489,240		26,184	29,755	319,619	311,620	348,225
Subtotal:----	78,777	109,259	940,273	1,002,381	1,031,670		50,265	61,928	612,614	632,023	665,145
<b>Fresh Vegetables MT</b>											
Asparagus, Fr, Ch	491	570	14,188	14,928	14,344		2,269	2,867	51,243	49,824	51,666
Broccoli	6,398	8,374	121,356	124,528	129,396		4,394	6,215	78,430	87,161	84,418
Cauliflower	5,581	5,209	97,798	84,285	107,457		3,741	3,324	65,429	54,982	71,619
Celery	5,255	5,951	111,145	112,154	116,728		1,918	2,831	36,670	46,531	38,886
Lettuce, Fr Chld	14,162	16,210	263,904	279,312	286,294		6,935	9,452	123,875	137,968	132,876
Onions	23,626	26,446	230,557	239,017	266,097		7,752	8,961	71,681	84,830	83,413
Peppers	2,455	2,572	56,859	60,583	58,504		1,795	1,976	45,220	50,767	46,467
Tomatoes	10,725	19,865	121,984	141,861	131,285		6,140	13,370	94,708	115,859	100,428
Other Vegetables	40,353	37,523	651,403	746,593	681,271		19,245	20,878	349,033	377,961	369,553
Subtotal:----	109,046	122,720	1,669,193	1,803,263	1,791,376		54,188	69,876	916,288	1,005,883	979,327

U.S. Exports of Selected Horticultural Products  
World Total (October/September)

Name		Quantity					Values (1000 Dollars)				
Group	& Product	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996
<b>Veg Canned MT</b>											
	Ketchup	3,640	3,276	37,739	37,307	41,143	2,662	2,463	28,329	28,565	30,851
	Sweet Corn, Canne	10,930	10,225	155,876	190,453	168,615	9,532	8,340	125,983	156,798	136,983
	Tomato Paste	11,426	11,524	89,875	118,985	101,059	7,495	7,446	69,319	82,388	77,393
	Tomato Sauce	6,734	7,707	77,397	79,931	84,053	6,569	7,403	73,378	77,174	79,868
	Other Can Veg	23,415	24,189	232,617	248,811	253,825	27,644	29,780	289,628	312,170	315,358
	Subtotal:-----	56,145	56,922	593,504	675,487	648,696	53,902	55,432	586,636	657,095	640,453
<b>Frozen Vegetables MT</b>											
	Frozen French Fry	31,190	34,057	320,747	366,124	350,487	22,459	25,623	234,340	272,530	256,185
	Fzn Swt Corn	4,491	4,714	54,797	58,398	59,253	3,860	4,232	46,881	50,914	50,829
	Other Pot Fzn	2,613	1,501	18,765	27,627	20,772	1,980	1,291	16,168	19,887	17,868
	Other Fzn Veg	6,390	5,981	66,374	66,437	71,480	5,304	5,066	58,858	60,331	63,306
	Subtotal:-----	44,683	46,253	460,683	518,587	501,991	33,603	36,212	356,247	403,663	388,188
<b>Veg, Dehyd MT</b>											
	Garlic Dehyd.	1,029	1,032	8,752	10,751	9,622	2,209	2,311	19,796	23,731	21,690
	Onions, Dehyd.	2,666	3,453	27,753	30,444	30,465	6,039	7,948	64,358	71,349	70,479
	Potatoes, Dehyd	5,122	4,204	46,686	44,607	50,241	6,373	4,196	52,717	45,331	57,054
	Other Dehyd Veg	5,834	7,607	52,074	65,259	55,708	7,683	12,399	76,614	103,592	82,287
	Subtotal:-----	14,651	16,296	135,265	151,061	146,037	22,303	26,854	213,485	244,003	231,509
<b>Tree Nuts MT</b>											
	Almonds, Unshld	954	3,340	13,892	17,625	19,609	2,408	8,309	34,226	42,877	47,853
	Pistachio, Unshld	362	553	9,876	4,926	10,231	1,407	2,799	35,296	22,387	36,474
	Walnuts, Shld	1,254	1,469	19,380	22,237	21,139	4,655	4,399	68,070	68,870	74,538
	Walnuts, Unshld	549	162	56,399	49,548	62,144	1,034	248	108,545	105,778	121,252
	Other Nuts	5,432	4,444	68,472	59,987	73,592	15,147	13,263	191,200	173,006	206,474
	Almonds, Sh/Prep	12,001	12,023	252,453	133,594	282,227	63,068	56,742	744,308	687,297	894,225
	Subtotal:-----	20,553	21,991	420,472	287,915	468,942	87,719	85,760	1,181,645	1,100,215	1,380,816
<b>Nusery Products MIXED</b>											
	Cut Flowers	0	0	0	0	0	3,827	3,893	41,905	44,729	46,529
	Other Nursery	0	0	0	0	0	8,813	9,926	145,460	160,202	154,613
	Subtotal:-----	0	0	0	0	0	12,640	13,819	187,365	204,931	201,142
<b>Hops &amp; Products MT</b>											
	Hop Extract	137	159	3,438	3,040	3,751	1,971	2,916	55,460	50,960	60,224
	Hop Pellets	237	251	5,365	5,863	5,549	1,298	1,327	29,163	32,240	30,441
	Hops, Nfsp	56	53	2,763	1,826	2,860	584	214	16,158	9,040	16,847
	Subtotal:-----	430	463	11,566	10,730	12,160	3,852	4,456	100,780	92,240	107,512
<b>Wine KL</b>											
	Grape Wines	14,295	17,382	139,392	175,341	157,116	26,425	33,974	252,258	329,404	287,482
	Other Wine Prod	1,070	1,320	11,935	12,999	12,896	1,595	2,090	15,971	19,435	17,212
	Subtotal:-----	15,365	18,702	151,328	188,339	170,011	28,020	36,064	268,228	348,839	304,694
<b>Miscellaneous MIXED</b>											
	Beer & Beverages	48,563	50,064	696,064	614,457	744,403	31,755	30,991	422,288	384,317	452,774
	Edible Preparatio	18,220	18,577	190,772	192,395	208,291	71,771	74,689	730,217	850,643	813,101
	Ginseng	18	26	834	930	893	1,396	1,347	72,894	70,000	77,527
	Potato Chips	3,710	4,314	54,360	48,833	59,922	9,392	11,417	154,516	132,781	166,159
	Other Misc	0	0	0	0	0	88,852	92,007	861,562	1,016,737	946,032
	Subtotal:-----	70,510	72,981	942,030	856,615	1,013,508	203,165	210,453	2,241,477	2,454,478	2,455,592
	Grand Total:						772,609	841,041	9,093,666	9,666,599	10,019,403

U.S. Imports of Selected Horticultural Products  
World Total (October/September)

Name		Quantity					Values (1000 Dollars)				
Group & Product	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996		Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996
<b>Fresh Fruit</b> MT											
Apples	12,990	13,289	167,564	161,692	175,491		9,044	7,854	99,883	80,762	103,231
Avocados	432	1,390	18,628	22,736	23,118		334	1,392	16,183	21,060	20,455
Bananas	308,224	316,257	3,454,457	3,405,611	3,782,707		88,829	92,436	998,900	1,033,773	1,093,212
Cantaloupe	47	773	333,504	395,043	333,902		17	169	105,900	130,105	106,031
Grapes	92	33	340,446	350,599	341,098		40	44	344,633	385,822	344,799
Kiwifruit	2,773	2,414	34,825	35,268	37,301		1,932	1,412	21,709	22,069	24,039
Mangoes	10,887	19,040	165,252	187,702	166,058		4,772	7,592	99,393	121,163	100,039
Peaches	251	60	41,098	41,418	41,287		234	67	30,922	32,668	31,085
Pears	5	5	57,294	78,229	57,371		3	10	33,916	50,041	34,106
Pineapples	9,481	15,161	118,639	150,325	128,547		4,508	5,369	43,658	66,158	47,758
Strawberry	2	9	30,011	15,196	30,048		4	29	54,479	26,822	54,522
Other Melons	33	3	327,439	382,373	327,524		9	4	92,725	96,047	92,781
Other Fruit	54,560	61,067	497,530	529,182	538,529		32,174	39,441	246,564	280,922	263,393
Subtotal:----	399,776	429,500	5,586,686	5,755,373	5,982,982		141,900	155,820	2,188,864	2,347,413	2,315,450
<b>Dried Fruit</b> MT											
Dried Apricots	529	746	12,772	9,829	14,069		1,447	2,066	27,231	27,433	30,639
Drd Figs & Pst	97	399	4,792	3,410	5,044		72	401	6,607	5,211	7,188
Other Dried Fruit	2,505	5,449	22,661	24,751	25,302		3,907	5,308	35,463	39,190	39,682
Subtotal:----	3,132	6,594	40,225	37,990	44,416		5,426	7,776	69,301	71,834	77,510
<b>Frozen Fruit</b> MT											
Fzn Blueberries	2,050	1,642	7,805	11,822	10,472		3,606	2,888	11,190	23,549	16,085
Fzn Strawberries	168	414	20,808	21,909	21,148		183	430	17,369	19,603	17,669
Other Fzn Fruit	3,782	4,101	30,906	33,461	33,720		4,025	4,253	35,488	39,314	38,421
Subtotal:----	5,999	6,157	59,519	67,192	65,340		7,814	7,571	64,048	82,465	72,175
<b>Canned/Prep Fruit</b> MT											
Canned Olives	6,554	10,655	67,724	74,593	72,282		16,900	18,869	169,784	171,932	181,991
Canned Oranges	4,376	4,472	56,400	52,475	59,849		4,621	4,134	60,636	51,212	64,148
Canned Peaches	1,344	1,856	15,267	27,596	17,062		844	1,218	10,632	18,502	11,726
Canned Pineapples	28,047	28,264	280,009	262,700	306,266		20,226	20,066	178,903	183,625	195,435
Mixed Fruit	3,248	2,879	43,750	46,400	46,109		3,047	3,820	40,188	47,543	42,609
Prep/Pres Fruit	6,570	6,994	65,381	94,692	70,663		7,205	7,921	82,253	110,138	88,398
Other Canned Frui	6,433	6,256	56,385	62,419	63,644		7,534	7,826	70,646	76,169	78,573
Subtotal:----	56,571	61,376	584,916	620,875	635,875		60,377	63,853	613,041	659,121	662,879
<b>Frt&amp;Veg Juice SSE</b> KL											
Apple Juice	67,204	64,305	805,142	1,047,908	856,697		24,574	18,782	308,082	343,111	327,267
Fcoj	37,900	85,869	774,088	1,026,773	816,613		10,160	15,150	204,171	219,541	215,268
Grape Juice	26,266	39,887	198,909	220,480	218,866		8,180	14,964	56,631	86,527	62,896
Pineapple Juice	26,606	24,259	298,902	277,247	323,038		8,205	7,008	78,366	81,437	85,004
Other Juices	25,161	24,031	218,959	276,462	238,164		14,146	12,873	128,949	156,873	139,504
Subtotal:----	183,136	238,351	2,296,000	2,848,870	2,453,377		65,265	68,777	776,198	887,490	829,939
<b>Fresh Vegetables</b> MT											
Garlic	625	553	21,712	17,178	22,438		964	752	26,111	20,112	27,212
Asparagus	2,870	3,954	30,103	35,365	33,333		4,538	6,268	52,996	60,762	58,156
Bell Pepper	4,528	5,349	160,425	172,706	165,549		6,371	8,089	141,997	197,961	147,926
Carrots	9,736	7,348	92,510	89,713	101,943		2,579	2,109	21,996	20,108	24,298
Chili Pepper	14,684	12,990	89,038	89,042	104,009		4,745	4,260	47,360	41,752	51,477
Cucumbers	4,922	5,608	293,676	297,496	295,907		2,011	3,073	114,379	97,801	115,608
Onions	7,241	5,355	258,045	254,134	266,779		5,277	4,844	141,474	122,243	146,632
Potatoes	6,758	7,365	468,549	302,281	489,908		1,586	1,505	94,626	54,689	98,581
Squash	1,572	2,683	131,841	139,871	132,970		505	981	66,894	87,309	67,300
Tomatoes	39,818	30,585	690,942	715,373	724,621		24,037	26,372	660,772	590,021	679,977
Other Fresh Veg	29,555	37,534	404,070	415,744	435,237		14,780	20,069	218,994	245,470	234,033
Subtotal:----	122,309	119,323	2,640,910	2,528,902	2,772,695		67,393	78,323	1,587,597	1,538,229	1,651,200



U.S. Imports of Selected Horticultural Products  
World Total (October/September)

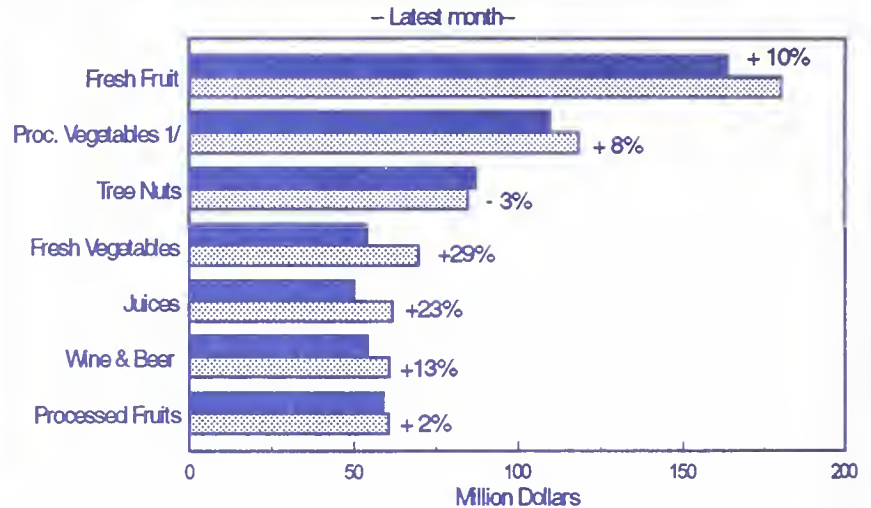
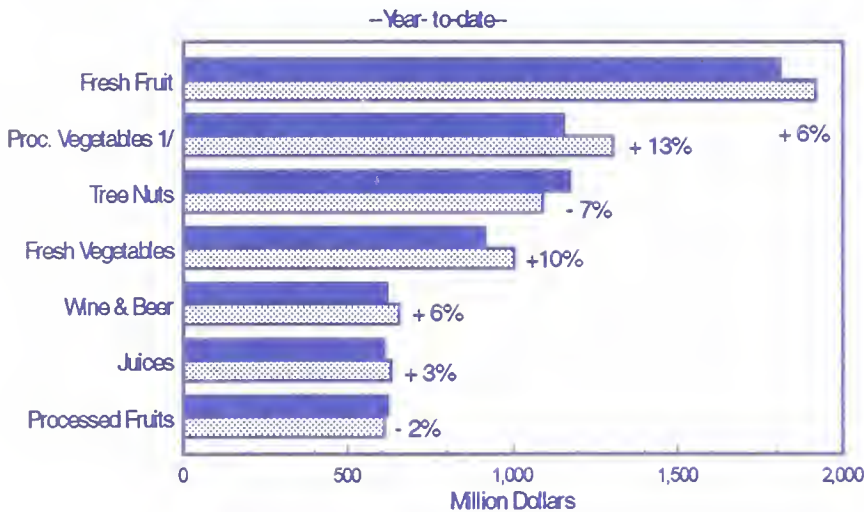
Name		Quantity					Values (1000 Dollars)				
Group	& Product	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996
<b>Canned/Dehyd Vegetables MT</b>											
	Cnd Artichokes	2,983	2,780	24,226	27,075	26,367	4,799	3,884	41,635	40,746	45,213
	Cnd Bamboo	2,663	2,090	24,087	23,757	27,392	2,574	1,871	23,879	21,760	27,056
	Cnd Mushrooms	6,154	5,142	51,720	62,735	56,569	11,259	9,177	107,027	109,956	115,561
	Cnd Pimiento	813	837	7,577	8,372	8,171	926	955	9,718	10,026	10,493
	Cnd Tomatoes	3,416	4,055	45,838	59,680	48,630	1,295	1,707	19,282	25,363	20,491
	Cnd Waterchnuts	2,868	3,955	37,973	32,771	39,633	2,851	2,888	30,091	25,469	31,746
	Tomato Pst & Sauc	1,755	1,261	32,279	31,311	34,204	1,708	1,966	29,841	39,339	31,648
	Oried Mushrooms	97	170	1,468	1,952	1,536	1,101	1,631	16,126	18,474	17,049
	Oried Tomatoes	502	412	5,496	6,058	6,106	2,003	1,599	20,739	23,137	23,027
	Other Dehy Veg	10,944	10,716	118,233	147,273	128,049	11,921	12,137	118,179	145,543	128,352
	Other Can Veg	19,548	20,413	192,373	223,395	211,272	17,068	17,951	181,235	195,454	198,012
	Subtotal:-----	51,742	51,831	541,271	624,380	587,930	57,503	55,765	597,752	655,268	648,648
<b>Frozen Vegetables MT</b>											
	Broccoli Fzn	11,074	11,293	168,616	154,181	181,663	6,784	7,364	94,078	96,231	102,188
	Cauliflower Fzn	767	620	17,156	17,271	18,351	562	465	10,681	12,943	11,559
	Potato Fzn	14,377	20,132	167,390	265,131	182,342	8,990	11,602	102,826	156,439	112,141
	Other Veg Fzn	47,443	28,131	186,041	197,913	209,638	8,681	8,988	96,466	119,558	105,353
	Subtotal:-----	73,661	60,176	539,202	634,496	591,994	25,017	28,418	304,051	385,171	331,241
<b>Tree Nuts MT</b>											
	Brazils Tot	833	1,028	6,974	9,238	7,821	1,781	2,574	14,114	20,916	16,613
	Cashews Tot	7,005	5,658	54,672	57,290	61,038	34,975	26,389	269,150	267,506	300,213
	Coconut	3,680	3,070	40,100	36,309	43,090	3,110	2,314	33,110	31,973	35,895
	Pecans	374	366	24,086	19,685	24,814	2,038	2,053	51,066	38,504	53,623
	Other Nuts	1,348	851	17,069	17,336	18,533	6,911	3,653	68,032	74,124	74,881
	Subtotal:-----	13,240	10,973	142,901	139,858	155,296	48,815	36,982	435,472	433,022	481,224
<b>Nursey Products MIXED</b>											
	Carnations	69,274	76,384	1,196,925	1,137,666	1,278,692	6,124	7,450	122,249	107,345	129,577
	Christmas Trees	1	0	2,126	2,258	2,126	2	0	18,094	20,220	18,094
	Chrysanthemus	46,228	42,013	624,467	568,761	676,248	7,704	6,815	84,522	83,475	91,982
	Roses	57,534	61,100	770,920	859,466	829,234	11,272	12,055	173,678	189,235	184,874
	Tulip Bulbs	146,151	226,504	236,952	321,882	341,260	16,690	18,771	28,665	29,756	42,074
	Other Cut Flowers	0	0	0	0	0	11,197	12,218	172,504	172,526	186,542
	Other Nursey Prod	0	0	0	0	0	28,120	29,640	248,222	266,926	277,365
	Subtotal:-----	319,188	406,000	2,831,390	2,890,033	3,127,560	81,109	86,950	847,934	869,482	930,508
<b>Hops &amp; Products MT</b>											
	Hops & Pellets	63	128	5,365	5,605	5,365	477	260	37,979	37,827	37,979
	Other Hop Prod	0	0	503	187	503	0	0	3,688	1,339	3,699
	Subtotal:-----	63	128	5,867	5,792	5,867	477	260	41,667	39,166	41,678
<b>Wine KL</b>											
	Red Wine	14,065	15,819	140,008	166,815	150,951	50,395	58,314	524,521	629,026	565,708
	Sparkiling Wine	2,784	2,837	28,122	26,632	31,069	28,261	31,214	280,365	297,114	313,991
	White Wine	10,010	10,322	98,889	106,574	106,568	35,800	34,915	332,910	379,098	360,701
	Other Wine Prod	7,788	11,653	41,903	93,838	47,705	14,856	19,421	106,130	180,665	119,764
	Subtotal:-----	34,647	40,631	308,923	393,859	336,294	129,313	143,865	1,243,926	1,485,903	1,360,163
<b>Miscellaneous MIXED</b>											
	Beer & Beverages	156,405	164,545	1,441,650	1,581,694	1,565,134	137,651	142,189	1,253,119	1,377,290	1,365,034
	Other Misc	0	0	0	0	0	111,279	120,230	1,199,553	1,276,850	1,307,570
	Subtotal:-----	156,405	164,545	1,441,650	1,581,694	1,565,134	248,930	262,419	2,452,672	2,654,141	2,672,604
	Grand Total:						939,338	996,780	11,222,522	12,108,705	12,075,218

# U.S. Horticultural Product and Market Export Summaries

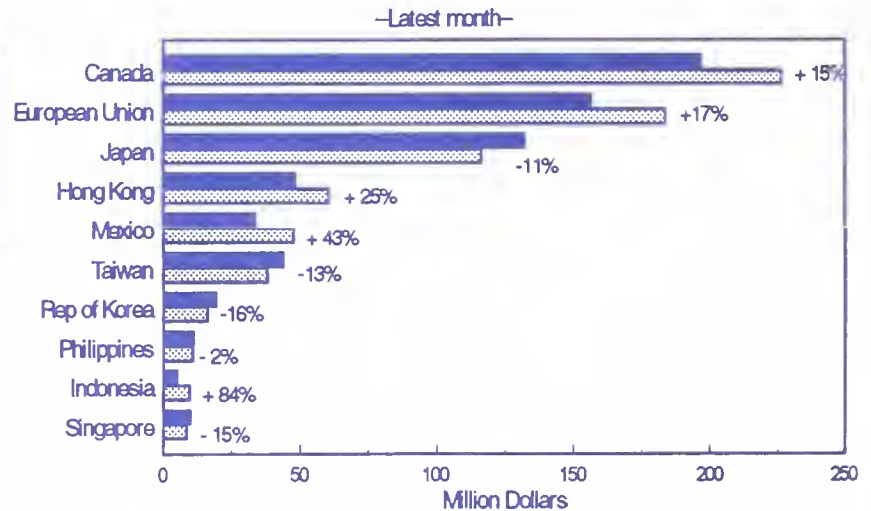
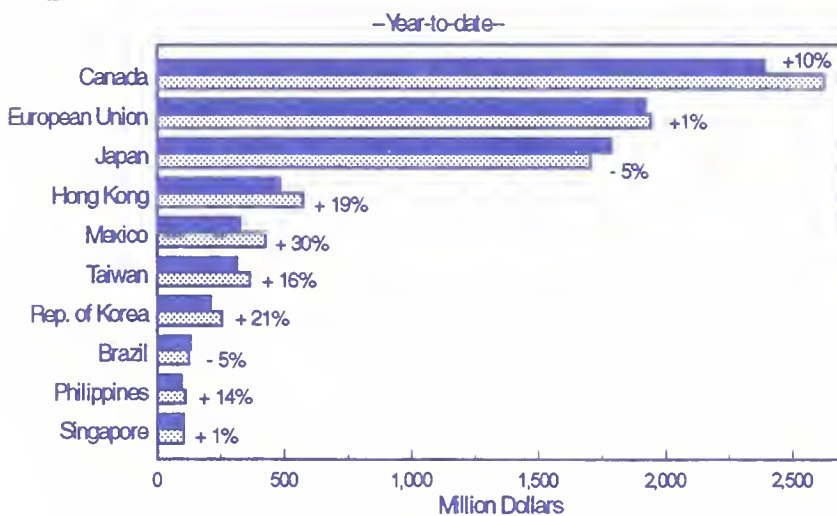
FY Oct-Aug and Latest Month Comparisons

■ FY 96 ■ FY 97

## Selected Product Summary



## Top Ten Market Summary



## **EXPORT NEWS AND OPPORTUNITIES**

### **USDA Announces 18 FY 1998 GSM-102 Programs for Horticultural Products**

As of October 20, the United States Department of Agriculture (USDA) has authorized credit guarantees for sales of U.S. agricultural products to more than 30 different countries. To date, 18 Export Credit Guarantee Programs (GSM-102 ) have been announced. The General Sales Manager has allocated approximately \$1.7 billion for the 18 FY 1998 GSM-102 programs.

As with last year, specific dollar amounts are not assigned to commodities in order to provide buyers and sellers maximum flexibility in arranging the size of their transactions within the scope of the overall allocation. Exporters may apply for credit guarantees on a first-come-first-served basis to cover sales of any of the eligible commodities.

The GSM-102 program makes available financing for the sales of U.S. agricultural commodities overseas. USDA does not provide financing, but guarantees payments due from foreign banks. USDA typically guarantees 98 percent of the principal and a portion of the interest. The GSM-102 program covers credit terms from 90 days to 3 years.

Under the program, once a firm sale exists, the qualified U.S. exporter applies for a payment guarantee before the date of export. The U.S. exporter pays a fee calculated on the dollar amount guaranteed, based on a schedule of rates applicable to different lengths of credit periods. The CCC-approved foreign bank issues a dollar-denominated, irrevocable letter of credit in favor of the U.S. exporter, ordinarily advised or confirmed by the financial institution in the United States agreeing to extend credit to the foreign bank. The U.S. exporter may negotiate an arrangement to be paid as exports occur by assigning the U.S. financial institution the right to proceeds that may become payable under the guarantee, and later presenting required documents to that financial institution. Such documents normally include a copy of the export

report.

If a foreign bank fails to make any payment as agreed, the exporter or the assignee may file a claim with USDA for the amounts due and covered by the guarantee. USDA will pay the U.S. bank and will take on the responsibility of collecting the overdue amount from the foreign bank.

The tables on pages 11 and 12 presents FY 1998 GSM-102 allocations by country as of October 20 for various horticultural commodities and products.

### **USDA Expands 1998 Supplier Credit Guarantee Coverage to More Than 30 Countries**

As of October 20, the General Sales Manager (GSM) has expanded the Supplier Credit Guarantee Program from 6 programs in FY 1997 to 13 program for FY 1998. Approximately \$150 million has been allocated in credit guarantees for sales of U.S. agricultural products to more than 30 different countries.

Exporters may apply on a first-come-first-served basis to cover sales of over 55 different horticultural products, such as fresh fruit, fresh vegetables, canned fruit, frozen vegetables, wine and brandy, dried fruits, tree nuts, potatoes, etc.

The SCGP is unique because it covers short-term financing extended directly by U.S. exporters to foreign buyers and requires that the importers sign a promissory note in case of default on the CCC-backed payment guarantee. The SCGP emphasizes high-value and value-added products, but may include commodities or products that also have been programmed under the GSM-102 program.

The tables on pages 13 through 16 present FY 1998 SCGP allocations by country and product as of October 20, 1997.

*Cautionary information for use of the accompanying GSM and SCGP tables: The tables reflect only exporter applications for guarantees that have been entered into the GSM and SCGP*



*computerized system. At any given time, exporter applications are in process, and not all of those received have been entered into the system. Moreover, all applications are initially entered into the system on a provisional basis until price reviews have been completed, the guarantee fee has been received, and the written guarantee has been issued. Thus, some applications now in the system may in the future be removed, and the commodity balances correspondingly increased.*

Note: The GSM will consider requests to establish a SCGP and/or GSM Program for a country or region or amend an authorized program to include horticultural commodities and products which are currently not eligible. Information on the FY 1998 GSM-102 and Supplier Credit Guarantee Programs is available on the Internet at <http://www/fas.usda.gov>.

(For further information on the SCGP or GSM-102 Program for horticultural commodities, contact Yvette Wedderburn Bomersheim, 202-720-9903).



**FY 1998 GSM-102  
CREDIT GUARANTEE COVERAGE 1/**

<b>Country/Commodity</b>	<b>Announced Allocation (In Millions of Dollars)</b>	<b>Exporter Applications Received (In Millions of Dollars)</b>	<b>Balance (In Millions of Dollars)</b>
<b>ANDEAN REGION</b>	<b>200.0</b>	<b>0.0</b>	<b>200.0</b>
Dried fruit 2/		0.0	
Fresh fruit 3/		0.0	
Frozen fruit (strawberries and blueberries)		0.0	
Potatoes		0.0	
Canned vegetables 5/		0.0	
Frozen vegetables 6/		0.0	
<b>ARGENTINA</b>	<b>16.0</b>	<b>0.0</b>	<b>16.0</b>
Fresh fruit 3/		0.0	
Potatoes		0.0	
<b>BRAZIL</b>	<b>85.0</b>	<b>0.0</b>	<b>85.0</b>
Dried fruit 2/		0.0	
Fresh fruit 3/		0.0	
Hops; hop extract		0.0	
Potatoes		0.0	
Tree nuts 7/		0.0	
Canned vegetables 5/		0.0	
<b>CENTRAL AMERICA REGION</b>	<b>50.0</b>	<b>0.0</b>	<b>50.0</b>
Potatoes		0.0	
<b>CENTRAL EUROPE</b>	<b>10.0</b>	<b>0.0</b>	<b>10.0</b>
Frozen orange juice concentrate		0.0	
<b>CHINA</b>	<b>100.0</b>	<b>0.0</b>	<b>100.0</b>
Fresh fruit (apples & cherries)		0.0	
Hops; hop extract		0.0	
Potatoes		0.0	
<b>EAST AFRICA REGION</b>	<b>35.0</b>	<b>0.0</b>	<b>35.0</b>
Frozen vegetables 6/		0.0	
Tree nuts 7/		0.0	
Potatoes		0.0	
<b>EAST CARIBBEAN REGION</b>	<b>50.0</b>	<b>0.0</b>	<b>50.0</b>
Fresh fruit 3/		0.0	
Canned vegetables 5/		0.0	
<b>EGYPT</b>	<b>99.0</b>	<b>0.0</b>	<b>99.0</b>
Fresh fruit 3/		0.0	
Potatoes		0.0	
<b>INDIA</b>	<b>20.0</b>	<b>0.0</b>	<b>20.0</b>
Dried fruit 1/		0.0	
Tree nuts 7/		0.0	
<b>INDONESIA</b>	<b>250.0</b>	<b>0.0</b>	<b>250.0</b>
Fresh fruit 3/		0.0	
Potatoes		0.0	
Tree nuts 7/		0.0	
<b>KAZAKSTAN</b>	<b>5.0</b>	<b>0.0</b>	<b>5.0</b>
Canned vegetables 5/		0.0	
Frozen vegetables 6/		0.0	
Canned fruit 8/		0.0	
Frozen fruit 4/		0.0	
Frozen orange juice concentrate		0.0	
Potatoes		0.0	
Tree nuts 7/		0.0	

**FY 1998 GSM-102  
CREDIT GUARANTEE COVERAGE 1/**

<b>Country/Commodity</b>	<b>Announced Allocation (In Millions of Dollars)</b>	<b>Exporter Applications Received (In Millions of Dollars)</b>	<b>Balance (In Millions of Dollars)</b>
<b>MEXICO</b>	<b>500.0</b>	<b>0.0</b>	<b>500.0</b>
Fresh fruit 3/		0.0	
Hops; hop extract		0.0	
Potatoes		0.0	
Tree nuts 7/		0.0	
Canned fruit 8/		0.0	
<b>PHILIPPINES</b>	<b>20.0</b>	<b>0.0</b>	<b>20.0</b>
Tree nuts 7/		0.0	
<b>POLAND</b>	<b>25.0</b>	<b>0.0</b>	<b>25.0</b>
Potatoes		0.0	
<b>RUSSIA</b>	<b>95.0</b>	<b>0.0</b>	<b>95.0</b>
Canned vegetables 5/		0.0	
Canned fruit 8/		0.0	
Fresh fruit 3/		0.0	
Fresh vegetables 6/		0.0	
Frozen orange juice concentrate		0.0	
Frozen fruit 4/		0.0	
Frozen vegetables 6/		0.0	
Hops; hop extract		0.0	
Potatoes		0.0	
Tree nuts 7/		0.0	
<b>THAILAND</b>	<b>100.0</b>	<b>0.0</b>	<b>100.0</b>
Tree nuts 7/		0.0	

1/Coverage is detailed in FAS Program Announcements for all commodities, including those not listed as of October 20, 1997. FAS news releases are available on the Internet at <http://www.fas.usda.gov>. Unless otherwise noted, terms are FOB, 90-days to 3 years. 2/Raisins, prunes, dates, figs, and apples. 3/Apples, apricots, avocados, blueberries, cherries, grapes, grapefruit, kiwifruit, lemons, melons, nectarines, oranges, pears, plums, peaches, raspberries, strawberries, and tangerines. 4/Strawberries, blueberries, apples, cherries, plums, raspberries, and blackberries. 5/Asparagus, beans, carrots, corn, peas, tomatoes, and tomato paste. 6/Beans, broccoli, carrots, corn, spinach, onions, peppers, mushrooms, and zucchini, including combinations thereof. 7/Almonds, pecans, pistachios, walnuts, and hazelnuts. 8/Cocktail, peaches, pears, and tart cherries.

**FY 1998  
SUPPLIER CREDIT COVERAGE 1/**

<b>Country/Commodity</b>	<b>Announced Allocation (In Millions of Dollars)</b>	<b>Exporter Applications Received (In Millions of Dollars)</b>	<b>Balance (In Millions of Dollars)</b>
<b>ANDEAN REGION</b>	<b>10.0</b>	<b>0.0</b>	<b>10.0</b>
Canned fruit 2/		0.0	
Dried fruit 3/		0.0	
Fresh fruit 4/		0.0	
Tree nuts 5/		0.0	
Potatoes		0.0	
Canned vegetables 6/		0.0	
Frozen vegetables 8/		0.0	
Fresh vegetables 7/		0.0	
Wine and brandy		0.0	
<b>ARGENTINA</b>	<b>3.0</b>	<b>0.0</b>	<b>3.0</b>
Tree nuts 5/		0.0	
Fresh fruit 4/		0.0	
Canned fruit 2/		0.0	
Dried fruit 3/		0.0	
Wine and brandy		0.0	
Frozen vegetables 8/		0.0	
Fresh vegetables 7/		0.0	
Potatoes		0.0	
Canned vegetables 6/		0.0	
<b>BALTIC REGION</b>	<b>5.0</b>	<b>0.0</b>	<b>5.0</b>
Dried fruit 3/		0.0	
Fresh fruit 4/		0.0	
Frozen fruit 9/		0.0	
Canned fruit 2/		0.0	
Frozen vegetables 8/		0.0	
Tree nuts 5/		0.0	
Potatoes		0.0	
Wine and brandy		0.0	
<b>BRAZIL</b>	<b>10.0</b>	<b>0.0</b>	<b>10.0</b>
Canned fruit 2/		0.0	
Dried fruit 3/		0.0	
Fresh fruit 4/		0.0	
Potatoes		0.0	
Tree nuts 5/		0.0	
Canned vegetables 6/		0.0	
Fresh vegetables 7/		0.0	
Wine and brandy		0.0	
<b>CENTRAL AMERICA</b>	<b>5.0</b>	<b>0.0</b>	<b>5.0</b>
Fresh fruit 4/		0.0	
Potatoes		0.0	
Tree nuts 5/		0.0	
Dried fruit 3/		0.0	
Canned fruit 2/		0.0	
Fresh vegetables 7/		0.0	
Wine; brandy; beer		0.0	

**FY 1998  
SUPPLIER CREDIT COVERAGE 1/**

<b>Country/Commodity</b>	<b>Announced Allocation (In Millions of Dollars)</b>	<b>Exporter Applications Received (In Millions of Dollars)</b>	<b>Balance (In Millions of Dollars)</b>
<b>CENTRAL EUROPE</b>	<b>20.0</b>	<b>0.0</b>	<b>20.0</b>
Fresh fruit 4/		0.0	
Tree nuts 5/		0.0	
<b>ISRAEL</b>	<b>20.0</b>	<b>0.0</b>	<b>20.0</b>
Tree nuts 5/		0.0	
Fresh fruit 4/		0.0	
Dried fruit 3/		0.0	
Wine and brandy		0.0	
<b>JAMAICA</b>	<b>5.0</b>	<b>0.0</b>	<b>5.0</b>
Dried fruit 3/		0.0	
Fresh fruit 4/		0.0	
Fresh vegetables 7/		0.0	
Canned fruit 2/		0.0	
Frozen vegetables 8/		0.0	
Tree nuts 5/		0.0	
Potatoes		0.0	
Wine and brandy		0.0	
<b>KAZAKSTAN</b>	<b>5.0</b>	<b>0.0</b>	<b>5.0</b>
Canned fruit 2/		0.0	
Frozen vegetables 8/		0.0	
Frozen fruit 9/		0.0	
Potatoes		0.0	
Tree nuts 5/		0.0	
Canned vegetables 6/		0.0	
Wine and brandy		0.0	
<b>MEXICO</b>	<b>20.0</b>	<b>0.0</b>	<b>20.0</b>
Fresh fruit 4/		0.0	
Fresh vegetables 7/		0.0	
Canned fruit 2/		0.0	
Canned vegetables 6/		0.0	
Frozen vegetables 8/		0.0	
Wine and brandy		0.0	
Dried fruit 3/		0.0	
Tree nuts 5/		0.0	
Potatoes		0.0	
<b>POLAND</b>	<b>10.0</b>	<b>0.0</b>	<b>10.0</b>
Canned fruit 2/		0.0	
Canned vegetables 6/		0.0	
Dried fruit 3/		0.0	
Frozen orange juice concentrate		0.0	
Potatoes		0.0	



**FY 1998  
SUPPLIER CREDIT COVERAGE 1/**

<b>Country/Commodity</b>	<b>Announced Allocation (In Millions of Dollars)</b>	<b>Exporter Applications Received (In Millions of Dollars)</b>	<b>Balance (In Millions of Dollars)</b>
<b>TURKEY</b>	<b>5.0</b>	<b>0.0</b>	<b>5.0</b>
Fresh fruit 4/		0.0	
Frozen fruit 9/		0.0	
Canned fruit 2/		0.0	
Frozen orange juice concentrate		0.0	
Frozen vegetables 8/		0.0	
Canned vegetables 6/		0.0	
Tree nuts 5/		0.0	
<b>SOUTHEAST ASIA</b>	<b>35.0</b>	<b>0.0</b>	<b>35.0</b>
Canned fruit 2/		0.0	
Canned vegetables 6/		0.0	
Dried fruit 3/		0.0	
Fresh fruit 4/		0.0	
Fresh vegetables 7/		0.0	
Frozen fruit 9/		0.0	
Tree nuts 5/		0.0	
Wine and brandy		0.0	
Potatoes		0.0	

1/Coverage is detailed in FAS Program Announcements for all commodities, including those not listed as of October 20, 1997. FAS news releases are available on the Internet at <http://www.fas.usda.gov>. 2/ Cocktail, peaches, pears, and tart cherries. 3/ Dates, figs, prunes, and raisins. 4/ Apples, apricots, avocados, blueberries, cherries, grapes, grapefruit, kiwi, lemons, melons, nectarines, oranges, pears, plums, peaches, raspberries, strawberries, and tangerines. 5/ Almonds, pecans, pistachios, walnuts, and hazelnuts. 6/ Asparagus, beans, carrots, corn, peas, tomatoes, and tomato paste. 7/ Asparagus, beans, broccoli, carrots, cauliflower, celery, corn, garlic, lettuce, onions, peppers, potatoes, and tomatoes. 8/ Beans, broccoli, carrots, corn, mushrooms, onions, peppers, spinach, and zucchini, including combinations thereof. 9/ Blackberries, blueberries, raspberries, and strawberries.

## **EXPORT NEWS AND OPPORTUNITIES**

### **First U.S. table grape shipment arrives in China**

Under a phytosanitary agreement signed in Beijing on May 12, California table grapes now have official access to China's market, and direct commercial shipments have commenced. On October 16, the first container of California table grapes cleared customs in Nanjing. Exports of California grapes to China were previously prohibited because of phytosanitary concerns, such as the Mediterranean fruit fly. Beginning with this year's crop, California grape producers in Fresno, Kern, Tulare, and Madera counties can ship grapes to China for the first time. Table grapes from other counties, notably Kings and Riverside, could be added to the agreement in the near future. With this agreement, California table grapes join Pacific Northwest apples and Washington State cherries as the only fresh fruits which can be officially exported to China.

The opening of China provides the California table grape industry a major new marketing opportunity. Despite the current high tariff, industry estimates that exports to China could reach \$50 million within three years. China's current duty is 40 percent, plus 13 percent VAT. The ongoing WTO accession negotiations offer an excellent opportunity to address the high tariff for grapes, along with similar concerns for a wide range of other agricultural products. Aside from the obvious benefits to the California table grape industry, this development has potentially significant implications for other outstanding fruit access issues.

## **WORLD TRADE SITUATION AND POLICY UPDATES**

### **Canada eases apple access restriction**

Effective October 6, 1997, the Canadian Food Inspection Agency (CFIA) initiated a 2 year test market for bulk shipment apple sales that will ease its bulk shipment requirement, according to

a recent report from the U.S. Agricultural Minister-Counselor's office in Ottawa. Canadian bulk shipment regulations, which had previously allowed unrestricted commercial movement of apples only in containers of 25 kilograms or less, will permit such shipments in bulk bins with a net weight up to 200 kg. In the case of apples destined for processing, Canada removed all weight restrictions under the 2 year trial.

Changing trends in the retail trade toward cost savings and bulk offerings to consumers reportedly had prompted the Canadian apple industry to request the test market application. These changes should further boost U.S. apple exports to Canada, the industry's third largest export market, especially from border states where bulk bin shipments are logistically feasible. In marketing year 1996/97 (July-June), U.S. apple exports to Canada were valued at \$66 million.

## Walnut Situation and Outlook

Walnut exports from selected countries in marketing year 1997/98 are forecast to increase 5 percent to a record 211,500 metric tons (in-shell basis), as U.S. exports are forecast to rise 10 percent. U.S. walnut exports reached record levels in both quantity and value in 1996/97. The volume exported in 1996/97 exceeded 112,000 tons, up 6 percent from the 1995/96 record. Meanwhile, the export value reached \$195 million, 8 percent above the previous year's level. Strong sales to the European Union and Japan helped boost exports.

### United States

The 1997/98 U.S. walnut crop is forecast at 208,650 tons, 11 percent above the revised previous year's output. Due to an earlier than usual spring, the crop is ahead of normal. Mild temperatures have resulted in the highest percentage of sound nuts in the last 10 years. Samples show low levels of sunburn and insect damage.

The United States is the world's largest walnut exporter. In 1997/98, U.S. walnut exports are forecast to increase 10 percent to 123,000 tons. The value and volume of U.S. walnut exports in 1996/97 reached record levels. Tariff reductions around the world resulting from the Uruguay Round agreement and various bilateral agreements have helped facilitate the growth in exports. Five markets accounted for 95 percent of U.S. in-shell exports in 1996/97: the European Union (EU) with 85 percent, Brazil and Canada at 3 percent each and Israel and Japan at 2 percent each. Retail consumers in these countries often serve in-shell walnuts as a snack during various holiday seasons. U.S. exports of shelled walnuts have a slightly different customer base. The top 5 markets in 1996/97 included Japan with 41 percent, the EU 21 percent, Canada 13 percent, Brazil 6 percent, and Israel 5 percent.

Using the Market Assistance Program, U.S. exporters are working to promote walnuts in Brazil, Germany, Israel, Italy, Japan, Korea, and Spain. Brazil and Korea are emerging markets with

significant groups of affluent consumers. In Brazil, the marketing emphasis will be on consumers, especially during the advent season. Meanwhile, in Korea, where only shelled walnuts are allowed, the U.S. walnut industry has targeted the Korean Bakers Association to take advantage of the highly organized commercial baking industry. Germany, Italy, and Spain remain traditional markets for in-shell walnuts, a popular snack during winter holidays. Promotion campaigns in Germany have emphasized the healthful aspects of walnuts, while in Spain, the virtues of walnuts as a snack will be emphasized. Japan, the largest U.S. market for shelled walnuts, uses most walnuts in the food manufacturing industry.

### China

China's 1997/98 walnut crop is forecast at 240,000 tons, less than 1 percent above the previous year's output. However, since 1990, production has gradually increased more than 37 percent. These increases reflect the general improvement of the Chinese walnut industry. Better varieties of trees, improved management of orchards, and more efficient agronomic practices have helped the industry.

Chinese walnut exports in 1997/98 are forecast at 50,000 tons, the same as the previous year's shipments. Chinese exports enter a variety of markets. Through June 1997, foreign sales of in-shell walnuts have expanded in Lebanon, the



United Arab Emirates, Italy, Vietnam, and Hong Kong, mostly developing countries. Chinese shelled walnut exports go primarily to Japan, the United Kingdom, Canada, France, and the United States, all developed countries.

## **Turkey**

In 1997/98, the Turkish walnut crop is forecast unchanged from the previous year. However, based on the trend of slightly more bearing trees and the ongoing shift to better varieties, production should expand in the future as previously planted trees reach bearing age and more trees are planted.

Most observers believe that per capita consumption of walnuts in Turkey is relatively stable, with much of the increase in aggregate consumption resulting from rising population. Trade sources estimate that growers use about 50 percent of the crop at home with the remainder sold for commercial consumption. Most of the marketed walnuts are consumed whole with only a limited quantity processed to add value.

## **India**

India's 1997/98 walnut crop is expected to decline 10 percent due to hail storms during May and June, a dry spell in July, and the alternate bearing of walnuts. Harvesting of walnuts is expected to begin in late September and continue through early November.

Walnut exports in 1997/98 are forecast to dip 3 percent to 16,000 tons. Most exports go to Western Europe. The top 5 customers in 1996/97 were Spain and France with 15 percent each, the United Kingdom 14 percent, Germany 13 percent, and the Netherlands 11 percent.

Indian walnut consumption patterns will likely remain unchanged with most walnuts being consumed during India's festival season from September to November.

## **France**

Production of walnuts in 1997/98 is expected to increase 4 percent to 23,000 tons. An April 1997 frost destroyed some orchards in portions of Dordogne and Lot. However, high yields in other areas will likely more than offset these losses.

In 1997/98, exports are forecast to expand 4 percent. Most of these exports go to other countries of the European Union.

The size of France's domestic walnut crop dictates demand for imports. In 1996/97, the United States supplied 63 percent of France's in-shell walnut imports. China supplied 28 percent of the shelled walnuts.

## **Italy**

The 1997/98 walnut harvest is expected to increase 25 percent to 15,000 tons. Weather conditions have favored crop development, and quality ranges from good to very good.

Exports play a small role in the Italian walnut industry with imports usually far more important. Imports of walnuts in 1997/98 are expected to decrease 30 percent due to the anticipated larger harvest. Italy sources most of its walnut imports from the United States, which supplied 88 percent of Italy's imported, in-shell walnuts in 1995/96. The U.S. share of the import market for shelled walnuts was a more modest 21 percent.

**For further information on supply, distribution, and trade contact William Janis at 202-720-0897. For information on U.S. marketing opportunities, contact Ingrid Mohn at 202-720-5330.**



## WALNUTS: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES

Country/ Marketing Year	Beginning Stocks	Production	Imports	Total Supply and Distribution	Exports	Domestic Consumption	Ending Stocks
Metric tons, in-shell basis							
Chile							
1995/96	150	9,800	0	9,950	8,100	1,570	280
1996/97	280	10,600	0	10,880	9,050	1,690	140
1997/98 F	140	11,000	0	11,140	9,100	1,750	290
China							
1995/96	0	230,867	51	230,918	39,525	191,393	0
1996/97	0	238,000	50	238,050	50,000	188,050	0
1997/98 F	0	240,000	50	240,050	50,000	190,050	0
France							
1995/96	0	21,870	10,400	32,270	11,900	20,370	0
1996/97	0	22,050	8,000	30,050	11,500	18,550	0
1997/98 F	0	23,000	9,000	32,000	12,000	20,000	0
India							
1995/96	5,740	25,000	0	30,740	16,540	11,000	3,200
1996/97	3,200	29,000	0	32,200	16,500	12,000	3,700
1997/98 F	3,700	26,000	0	29,700	16,000	12,500	1,200
Italy							
1995/96	500	16,000	12,696	29,196	1,654	27,042	500
1996/97	500	12,000	16,500	29,000	1,000	26,500	1,500
1997/98 F	1,500	15,000	11,500	28,000	1,000	26,500	500
Turkey							
1995/96	3,500	65,000	902	69,402	473	65,029	3,900
1996/97	3,900	66,000	1,000	70,900	500	66,000	4,400
1997/98 F	4,400	66,000	1,000	71,400	400	66,500	4,500
United States 2/							
1995/96	76,637	212,283	2,478	291,398	105,479	125,697	60,223
1996/97	60,223	188,696	7,459	256,378	112,008	89,713	54,658
1997/98 F 3/	54,658	208,650	5,000	268,308	123,000	90,840	54,468
TOTAL							
1995/96	86,527	580,820	26,527	693,874	183,671	442,101	68,103
1996/97	68,103	566,346	33,009	667,458	200,558	402,503	64,398
1997/98 F	64,398	589,650	26,550	680,598	211,500	408,140	60,958

1/ Marketing Years: March-February for Chile; August-July for the United States; September-August for Italy and Turkey; October-September for China, France, and India.

2/ U.S. export and import data come from the Bureau of the Census with forecasts by USDA/Foreign Agricultural Service.

For conversion of shelled exports, U.S. domestic shelling ratios of .4226 and .4222 for 1995/96 and 1996/97 originate from calculations of data from the National Agricultural Statistics Service. FAS converted imports to an inshell basis using U.S. shelling ratios.

3/ U.S. production forecast for 1997/98 by the California Agricultural Statistics Service.

F Forecast.

## **Pistachio Situation and Outlook**

**U.S. pistachio production in 1997/98 is forecast at a record 80,300 metric tons. U.S. pistachio exports (in-shell equivalent) in 1997/98 are also forecast at a record 55,000 tons, 39 percent above the previous year's shipments. A possible sharp decrease in the Iranian pistachio harvest and likely reduced Iranian exports, combined with the current European Union ban on pistachio imports from Iran, should increase U.S. export opportunities. Major U.S. export markets include Hong Kong and the European Union.**

### **United States**

The 1997/98 U.S. pistachio crop is forecast at a record 80,300 tons, almost 70 percent above the previous year's weather-reduced output. Due to an earlier than usual spring, this year's crop is ahead of normal. Mild temperatures have resulted in many sound nuts. Samples show low levels of sunburn and insect damage. The current crop forecast comes from an objective measurement survey conducted by the California Agricultural Statistics Service under the sponsorship of the California Pistachio Commission.

The United States is the world's second largest pistachio exporter, after Iran. In 1997/98, U.S. pistachio exports are forecast to surge 39 percent to a record 55,000 tons. Industry observers expect U.S. pistachio exports in 1997/98 to increase due to a short Iranian crop and the current ban by the EU on imports of Iranian pistachios. Major U.S. export markets in 1996/97 were Hong Kong with 34 percent, the European Union 27 percent, Canada 10 percent, and Japan and Singapore 4 percent each. Most retail consumers, foreign and domestic, prefer in-shell pistachios. Nevertheless, the U.S. industry is working to expand its presence in the food manufacturing market.

### **Iran**

Iran leads the world in pistachio output. However, verifiable numbers about the size of Iranian production and exports are unavailable. According to the International Nut Council (INC), its original forecast of the 1997/98 Iranian pistachio harvest of 180,000 to 200,000 tons may be reduced by 50 to 70 percent due to a severe frost in April 1997. The INC estimates 1996/97 pistachio exports from Iran at 136,000 tons.

Iranian suppliers of pistachios face another challenge. In September 1997, the Commission of the European Union (EU) temporarily prohibited imports of pistachios from Iran. Discovery of aflatoxin in various shipments of Iranian pistachios prompted the EU ban on imports. Public health officials in the EU have intensified their sampling of imported pistachios and will review the situation monthly. This public health measure will remain effective until at least December 15, 1997.

### **Greece**

The 1997/98 Greek pistachio crop is forecast up 15 percent from the previous year due to good weather and the biannual bearing of the trees. Usually, the pistachio harvest in Greece meets domestic demand with a small residual to export.

Domestic consumption of pistachios in Greece is relatively constant. Confectionary products, ice cream, and snack foods are the primary uses of pistachios. The confectionary and ice cream industries use between 65 and 70 percent of all pistachios available for the domestic market. Retail prices of pistachios range from 1,680 drachmas (\$6.32 U.S.) to 2,000 drachmas (\$7.53 U.S.) per kilo.

## Italy

Italy's 1997/98 pistachio production is expected to increase sharply due to the alternate bearing of pistachio trees.

The expected reduced Iranian pistachio crop is boosting pistachio prices in major European markets. Italian in-shell pistachios currently sell for 10,000 lire (\$5.60 U.S.) per kilo, while shelled pistachios fetch 29,000 lire (\$16.23 U.S.) per kilo. Prices for the new crop are expected to drop 30 percent to 7,000 lire (\$3.92 U.S.) for in-shell pistachios and 17 percent to 24,000 lire (\$13.43 U.S.) for shelled pistachios.

Pistachios are mainly consumed as roasted and salted snacks. Therefore, the food processing industry purchases only a small portion of the total.

## Syria

Syria's production of pistachios in 1997/98 is expected to remain unchanged at 15,000 tons. An April 1997 frost may have slightly affected the nuts of trees which were in the early blooming stage. Some sources expect the farm gate price of pistachios to approximate 150 Syrian pounds (\$3.00 U.S.) per kilo. This price may fall by 50 percent as the crop comes to full maturity.

Some Syrian farmers have switched from pistachios to olives, because olive trees yield fruit within 5 years, while pistachio trees yield fruit in 10 years. The Ministry of Agriculture encourages

pistachio cultivation by selling seedlings at nominal prices. Consequently, most trees in Syria remain fairly young.

An exchange rate adjustment led to a significant drop in official imports, although smuggling of pistachios via Lebanon apparently continues.

Syrian exports of green, in-shell pistachios nearly tripled in 1996/97. Arab tourists accounted for most of these sales. Commercial exports go mainly to Lebanon and other Arab countries.

## Turkey

The 1997/98 pistachio harvest is expected to decrease 20 percent to 40,000 tons. A spring freeze and heavy rains damaged pistachio trees in some regions.

Turkey's pistachios are usually thinner and smaller than those from Iran. In recent years, some farmers have adopted the Siirt-type pistachio tree which bears larger nuts. Sources estimate that Siirt-type pistachios comprise about 15 percent of production.

Unlike with hazelnuts, the Ministry of Agriculture does not intervene in the Turkish pistachio market. However, many growers are lobbying the government for a support program similar to that for hazelnuts.

Syria is the best customer for Turkish pistachios accounting for 16 percent of total exports. The United States is second with 15 percent followed by Russia and Lebanon with 14 percent and 8 percent, respectively.

Iran supplies 95 percent of Turkish pistachio imports. The United States has a 3-percent share of the Turkish import market.

For further information on supply, distribution, and trade contact William Janis at 202-720-0897. For information on U.S. marketing opportunities, contact Ingrid Mohn at 202-720-5330.



# PISTACHIOS: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES

Country/ Marketing Year 1/	Beginning Stocks	Production	Imports	Total Supply and Distribution	Exports	Domestic Consumption	Ending Stocks
Metric tons, in-shell basis							
Greece							
1994/95	2,489	4,000	2,300	8,789	500	6,550	1,739
1995/96	1,739	4,350	2,600	8,689	450	6,600	1,639
1996/97 F	1,639	5,000	2,500	9,139	550	6,750	1,839
Italy							
1995/96	3,500	2,200	14,599	20,299	2,300	15,999	2,000
1996/97	2,000	100	15,000	17,100	1,800	14,800	500
1997/98 F	500	4,000	15,000	19,500	2,500	15,000	2,000
Syria							
1995/96	2,000	14,500	5,000	21,500	3,000	17,000	1,500
1996/97	1,500	15,000	10,000	26,500	8,000	17,500	1,000
1997/98 F	1,000	15,000	10,000	26,000	7,000	18,000	1,000
Turkey							
1995/96	14,000	30,000	1,180	45,180	2,187	32,993	10,000
1996/97	10,000	50,000	300	60,300	3,000	36,300	21,000
1997/98 F	21,000	40,000	0	61,000	5,000	40,000	16,000
United States 2/							
1995/96	9,987	67,132	501	77,621	48,291	20,246	9,084
1996/97	9,084	47,628	1,320	58,031	39,694	11,716	6,621
1997/98 F 3/	6,621	80,287	1,200	88,108	55,000	25,000	8,107
TOTAL							
1995/96	31,976	117,832	23,580	173,389	56,278	92,788	24,323
1996/97	24,323	117,078	29,220	170,620	52,944	86,916	30,760
1997/98 F	30,760	144,287	28,700	203,397	70,050	104,750	28,946

1/ Marketing Years: September-October for Greece and Italy; October-November for Turkey; September-August for Syria and the United States;

2/ U.S. export and import data come from the Bureau of the Census with forecasts by USDA/Foreign Agricultural Service. For conversion of shelled exports, U.S. domestic shelling ratios of .4370 and .3850 for 1995/96 and 1996/97 originate from calculations of data from the National Agricultural Statistics Service. FAS converted imports to an inshell basis using U.S. shelling ratios.

3/ U.S. production forecast for 1997/98 by the California Agricultural Statistics Service.

F Forecast.



## NORTHERN HEMISPHERE APPLE SITUATION

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Apple production in selected Northern Hemisphere countries in 1997/98 is forecast at 32.8 million metric tons, up 2 percent from the previous year's output. A larger Chinese apple crop will likely more than offset reduced production in the European Union. Northern Hemisphere apple exports in 1997/98 are forecast at 3.08 million tons, down 1 percent from the previous season's shipments based primarily on likely lower U.S. exports. A stronger U.S. dollar vis-a-vis other countries' currencies and the recent implementation of Mexico's anti-dumping duty on U.S. apples are expected to slow U.S. apple exports in 1997/98. U.S. apple exports in 1996/97, on the other hand, increased 19 percent to a near-record 666,857 tons. Strong demand from leading customers, such as Taiwan, Mexico, and Canada, boosted U.S. apple sales overseas in 1996/97.

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### NORTHERN HEMISPHERE

#### United States

U.S. apple *production* in marketing year 1997/98 (July-June) is forecast at 4.7 million metric tons, slightly above last season's output. Increased production prospects in the eastern and central states offset reduced prospects for western states apple harvests.

Apple production in western states in 1997/98 is forecast at 3.0 million tons, 6 percent below last year's output, based primarily on a smaller Washington state apple crop. Apple production in Washington state, the largest U.S. apple producer, is forecast at 2.4 million tons, down 5 percent from last season. Relatively cool temperatures throughout most of the growing season have allowed fruit to size well. Washington state alone accounts for about 50 percent of the total U.S. apple crop.

Production of apples in 1997/98 in the central States is forecast at 635,030 tons, 32 percent above the 1996/97 crop. Michigan, the major producing state in the central region, is forecast to produce about 454,000 tons, 38 percent more than in 1996/97. Apple production in 1997/98 in the Eastern States is forecast at 1.1 million tons,

6 percent above a year ago. Output in New York, the second largest U.S. producing state, is forecast at 508,000 tons, up 9 percent from last season's drought reduced crop. Favorable rains during August and September have improved New York's apple production prospects.

U.S. apple *exports* in 1997/98 are forecast at 610,000 tons, 9 percent below last season's shipments. A slight decrease in the Washington state apple crop, the recent implementation of Mexico's anti-dumping duty on U.S. apples, and a stronger U.S. dollar vis-a-vis other countries' currencies is expected to slow overall U.S. apple exports in 1997/98. Washington state is the U.S. major apple exporting state, selling about a third of its crop to international markets. Mexico, Taiwan, Indonesia, and Canada represent some of Washington state's biggest customers. Moreover, Mexico accounts for about 15 percent of Washington state foreign sales. On September 1, 1997 Mexico's Secretariat of Commerce (SECOFI) announced a provisional compensatory import duty of 101.1 percent on Red and Golden delicious apples from the United States. The preliminary resolution was in response to a petition filed by the Chihuahua State Fruit Growers Association, which alleges that U.S. apples were being sold

below their production costs, thus injuring Mexican apple producers.

On the other hand, increased apple export opportunities are foreseen for the eastern states. Larger exportable supplies in Michigan, New York, and other eastern states should expand international sales from the region. Furthermore, reduced apple production in some European countries could increase eastern U.S. apple export to markets such as the United Kingdom.

U.S. apple exports in 1996/97, the second largest on record, totaled 666,857 tons, up 19 percent from a year ago and only 4 percent below the 1994/95 record. Larger exportable supplies from northwestern states and decreased apple crops in major competitor countries improved overall U.S. apple exports in 1996/97. Taiwan, Mexico, and Canada continued to be the main destinations for U.S. apples in 1996/97.

#### **Mexico**

Mexico's apple *production* in 1997/98 (August-July) is forecast at 450,000 tons, 13 percent above the previous year's crop. An on-season in the production cycle, favorable weather conditions, and increased use of technology in the management of the orchards have improved Mexican apple production prospects in 1997/98. The 1996/97 apple production estimate was reduced reflecting some damage in apple orchards in Chihuahua due to dry weather conditions. Chihuahua is Mexico's largest apple producing region.

The Mexican economy has been recovering from the financial crisis it suffered in 1995 and early 1996. Inflation has decreased slowly and private analysts are projecting inflation for 1997 at about 16 percent. The consumer purchasing power has been stronger and U.S. fresh fruit imports increased during the 1996/97 season. A good sign of economic recovery of Mexico and apple trade was that the tariff rate quota (TRQ) for apples was filled in 1997. The Diario Oficial (Federal Register) announced on May 21, 1997 that the safeguard for apples for 1997 under NAFTA (60,099 MT) was covered in May 1997. The duty for U.S. apples is 12 percent for the

total safeguard, and 20 percent for any imports above the safeguard.

#### ***Mexico's antidumping investigation***

Mexico's trade ministry initiated on March 6, 1997 an anti-dumping investigation of U.S. Red and Golden delicious apple imports. The investigation was in response to a petition filed by the Chihuahua State Fruit Growers Association, which alleges that U.S. apple imports were being sold below their production costs, thus damaging Mexican apple producers. The period of time under investigation was from January 1-June 30, 1996.

According to the investigation, SECOFI concluded that increased amounts of U.S. apples damaged the domestic industry. On September 1, 1997 Mexico imposed a preliminary anti-dumping duty of 101.1 percent on Red and Golden delicious apple imports from the United States. The 101 percent anti-dumping duty, which is applied to the declared value on import documentation, is calculated separately from the current 20 percent add-valorem import tariff. Ten companies were named as exporters, including 4 from Washington state. SECOFI should announce a final determination in or around February 1998.

This compensatory duty is likely to severely restrict U.S. apple exports to Mexico this season as importers will delay apple imports until a final decision is reached by the Mexican authorities. This situation could increase the export possibilities for other countries like Chile and New Zealand, which pay a 20 percent duty on their apples.

Mexico is an important market for U.S. apples. Exports grew from \$6 million in MY 1991/92 to over \$80 million in MY 1994/95 before the peso devaluation and subsequently recovered to \$44 million in MY 1996/97. Red and Golden Delicious apples comprise approximately 75-80 percent of total U.S. apple exports to Mexico. Moreover, Mexico is Washington state's number one export market for apples, with some 4.5 million boxes (about 85,000 metric tons) shipped in 1996/97 (July-June).



## Taiwan

Apple *production* in Taiwan in 1997/98 is forecast at 10,000 tons, 20 percent more than the 1996/97 output. However, two typhoons hit the northern and southern regions of the island during the summer and have adversely affected the quality of some apples.

Taiwanese apple *imports* in 1997/98 are forecast to increase slightly to 133,000 tons, due to a continued recovery of Taiwan's economy and reduced domestic supplies of good quality fruit. Apples continue to be the number one imported fruit into Taiwan. In 1996/97, imported apples accounted for 94 of the volume, and 89 percent of the value of total domestic apple consumption.

Until Taiwan joins the World Trade Organization (WTO), restrictions will remain for apple imports. Countries are subject to Taiwan import quotas except for the United States and Canada. In January 1997, Australia and New Zealand received 100 percent quota increases, while Chile and France each received 39 percent and 67 percent increases, respectively. Japan's import quota was adjusted to 2,000 tons from 600 tons. Nevertheless, import quotas issued by the Taiwan government this year totaled only 36,100 tons, approximately 27 percent of the import market. The United States, accounting for nearly a 90 percent market share, is by far the major supplier of apples to Taiwan.

A larger harvest and lower prices boosted Washington's apple exports in 1996/97 to Taiwan to a record 4.2 million cartons or about 80,000 tons. Washington Fuji enjoys a leading position among all varieties in terms of sales volume. Red Delicious has become less and less popular as the Taiwanese market continues to shift toward Fuji.

Taiwan's tariff for all imported apples remains at 50 percent based on the cost insurance freight (CIF) reference price set by the Taiwan Customs Department. The CIF reference price set by Taiwan Customs, however, has been changed recently for some apple varieties. The new structure for setting the reference price is based on apple size. The reference price for large and

medium size Fuji, for example, was increased by 26 percent and 9 percent respectively. This change may have a negative impact on imports of large and medium size Fuji. Since Taiwanese importers usually prefer the large size Fuji, this adjustment would likely shift importers' preferences and raise retail prices on large and medium Fuji. Fuji has become the dominant variety in the Taiwan apple market since consumers like the taste and appearance of Fuji better than any other variety.

The new system is not expected to affect small Fuji and other apple variety imports. The following are Taiwan's old and new reference prices:

### Reference prices (US\$ per carton)

Variety	Before March' 97	After March' 97*
Fuji		
72 or larger	18.80	23.70
80-88	18.80	20.40
100 or smaller	18.80	17.20
Average	18.80	20.43
Gala		
all sizes	17.50	17.50
Red Delicious & Others		
72 or larger	15.00	15.00
80-88	15.00	13.80
100 or smaller	15.00	11.70
average	15.00	13.50

\* The reference price change took place in July 1997, but retroactive to March 1997.

## European Union

Apple *production* in the European Union in 1997/98 is forecast at 6.5 million tons, 10 percent below last season's output, due to a severe frost that hit Southern Europe during the spring of 1997. The frost adversely affected apple crops in **France** and **Italy**, the EU's major apple producing countries. Although to a much lesser degree, hailstorms during the summer reduced apple production in **Spain**, the third

largest apple producer in the EU.

French apple production in 1997/98 is forecast to decrease to 1.91 million tons. The major apple varieties grown in France are Golden Delicious (907,000 tons, down 10 percent), Granny Smith (225,000 tons) and Red American varieties (165,000 tons). Gala is becoming a major variety (176,000 tons).

Italian apple production in 1997/98 is forecast to decline 12 percent to 1.75 million tons. Frost hit the trees during the flowering and fruit setting stage after an initial spring season with high temperatures. Fruit quality was also negatively affected by frost. In 1997/98 the Trentino-Alto Adige region in the North of Italy is expected to account for 55 percent of total Italian apple output, mostly Golden Delicious.

Spain's 1997/98 apple production is forecast at 858,500 tons, about 1 percent below last season. Due to the damage sustained during the hailstorms, more apples are expected to be diverted for cider production in 1997/98. About 50 percent of the apple crop in Lerida, one of Spain's most important producing regions, was affected by the hailstorms.

EU apple *exports* in 1997/98 are forecast at 1.84 million tons, practically unchanged from 1996/97. Imports, however, are forecast to increase 16 percent, due to the smaller harvest.

**French** apple exports in 1997/98 are forecast at 825,000 tons, 3 percent above 1996/97 shipments. France is the largest EU exporter, shipping mostly to the United Kingdom and Germany. However, France has also been successful in recently penetrating other markets such as Scandinavia, Eastern Europe, and Russia, the result of continuous efforts on quality and marketing. French apple exports to South-East Asia are also growing steadily. Gala and bi-colored varieties are increasingly being exported to the region. In late August 1997, the Japanese Ministry of Agriculture signed an agreement with the French Ministry of Agriculture to allow French apple exports into Japan, if certified from disease-free orchards. Sanitary inspections by Japanese sanitary experts are expected to start in the Fall of 1997. According to trade analysts, French apple exports

to Asia could reach 60,000 tons annually by the year 2000.

**Italy's** apple exports in 1997/98 are forecast to decrease 8 percent to 300,000 tons. The smaller apple harvest is expected to reduce exports and increase imports in 1997/98. Italy's major apple buyers are Germany, Austria, and Norway.

On the other hand, **United Kingdom** apple imports are expected to increase 28 percent in 1997/98. Spring frosts and early summer hail caused considerable apple production losses. The main varieties of imported apples are Granny Smith, Golden Delicious, Red Delicious, Cox, Jonagold, Elstar, Fuji, Braeburn, Gala and Empire. The main U.S. apple varieties imported are Red Delicious, Empire and McIntosh.

France continues to be the dominant apple supplier to the United Kingdom, accounting for 46 percent of U.K. imports. South Africa is the dominant third-country supplier to the United Kingdom, accounting for 18 percent of total imports. The United States accounted for 7 percent of total 1996/97 U.K. apple imports.

## **SOUTHERN HEMISPHERE**

It is too early to make a reliable forecast for the Southern Hemisphere countries for the 1997/98 season (harvest in 1998). Forecasts will be available in the March 1998 issue of *World Horticultural Trade & U.S. Export Opportunities*.

*(For information on production and trade, contact Samuel Rosa at 202 720-6086. For information on marketing contact James Carlson at 202-720-7931)*



**TABLE 1**  
**APPLES: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES**  
**(METRIC TONS)**

Country Mktg. Year 1/	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawal
<b>NORTHERN HEMISPHERE COUNTRIES</b>								
<b>EUROPEAN UNION (EU)</b>								
<b>Austria</b>								
1994/95	286,700	146,900	15,000	301,700	30,000	258,700	13,000	0
1995/96	324,200	156,600	50,800	375,000	75,000	275,000	25,000	0
1996/97	316,200	162,400	61,000	377,200	74,200	278,000	25,000	0
1997/98 F	323,300	162,700	53,000	376,300	85,000	276,000	15,300	0
<b>Belgium-Luxembourg</b>								
1994/95	527,650	526,550	100,244	627,894	170,366	298,558	142,500	16,470
1995/96	513,935	512,740	187,908	701,843	245,442	301,171	155,000	230
1996/97	298,588	296,988	225,000	523,588	107,000	295,792	120,000	796
1997/98 F	294,635	293,435	225,000	519,635	105,000	293,885	120,000	750
<b>Denmark</b>								
1994/95	77,500	37,500	31,600	109,100	1,600	85,000	22,000	500
1995/96	65,000	30,000	38,057	103,057	1,756	86,301	15,000	0
1996/97	65,000	30,000	40,402	105,402	2,193	93,209	10,000	0
1997/98 F	71,000	33,000	40,000	111,000	2,000	99,000	10,000	0
<b>France</b>								
1994/95	2,166,300	2,128,300	86,200	2,252,500	642,800	953,400	275,000	381,300
1995/96	2,088,500	2,055,500	53,000	2,141,500	860,000	912,500	275,000	94,000
1996/97	2,047,400	2,012,400	60,000	2,107,400	800,000	950,400	275,000	82,000
1997/98 F	1,952,500	1,917,500	60,000	2,012,500	825,000	887,500	275,000	25,000
<b>Germany</b>								
1994/95	2,079,500	879,500	631,858	2,711,358	65,078	1,453,200	1,166,680	26,400
1995/96	1,372,600	572,600	925,184	2,297,784	42,511	1,148,973	1,106,000	300
1996/97	1,878,100	878,100	700,000	2,578,100	42,000	1,250,000	1,282,186	3,914
1997/98 F	1,414,700	714,700	800,000	2,214,700	42,000	1,200,000	972,700	0
<b>Greece</b>								
1994/95	321,996	309,096	17,870	339,866	20,065	222,801	2,000	95,000
1995/96	300,581	288,481	12,748	313,329	20,931	212,398	2,000	78,000
1996/97	350,000	336,000	10,000	360,000	16,000	222,500	1,500	120,000
1997/98 F	300,000	288,000	15,000	315,000	15,000	208,500	1,500	90,000
<b>Italy</b>								
1994/95	2,153,000	2,113,000	39,000	2,192,000	488,000	1,228,000	450,000	26,000
1995/96	1,889,000	1,849,000	51,000	1,940,000	474,100	1,075,900	390,000	0
1996/97	2,025,000	1,985,000	13,000	2,038,000	327,800	1,255,138	450,000	5,062
1997/98 F	1,790,000	1,750,000	50,000	1,840,000	300,000	1,140,000	400,000	0
<b>Netherlands</b>								
1994/95	590,000	530,000	277,736	867,736	350,676	419,221	70,218	27,621
1995/96	595,000	535,000	370,063	965,063	501,578	381,293	81,800	392
1996/97	490,000	440,000	300,000	790,000	370,000	337,900	78,100	4,000
1997/98 F	405,000	365,000	350,000	755,000	400,000	301,000	50,000	4,000
<b>Spain</b>								
1994/95	739,400	714,400	143,400	882,800	34,800	682,000	141,000	25,000
1995/96	842,900	817,900	147,300	990,200	47,800	692,000	214,400	36,000
1996/97	893,600	868,600	95,000	988,600	59,000	690,000	210,000	29,600
1997/98 F	883,500	858,500	110,000	993,500	53,000	690,000	220,000	30,500
<b>Sweden</b>								
1994/95	70,000	20,000	90,000	160,000	1,500	151,500	7,000	0
1995/96	67,516	17,516	84,306	151,822	1,385	145,437	5,000	0
1996/97	67,638	17,638	83,299	150,937	1,691	144,246	5,000	0
1997/98 F	69,400	19,400	85,000	154,400	1,500	147,900	5,000	0
<b>United Kingdom</b>								
1994/95	275,892	275,892	434,809	710,701	53,101	626,480	30,348	772
1995/96	198,721	198,721	427,220	625,941	33,439	569,826	21,859	817
1996/97	194,299	194,299	407,776	602,075	28,440	552,760	20,223	652
1997/98 F	79,300	79,300	520,000	599,300	13,935	574,135	11,000	230

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**TABLE 1**  
**APPLES: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES**  
**(METRIC TONS)**

Country Mktg. Year 1/	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawal
<b>SUBTOTAL EU</b>								
1994/95	9,287,938	7,681,138	1,867,717	11,155,655	1,857,986	6,378,860	2,319,746	599,063
1995/96	8,257,953	7,034,058	2,347,586	10,605,539	2,303,942	5,800,799	2,291,059	209,739
1996/97	8,625,825	7,221,425	1,995,477	10,621,302	1,828,324	6,069,945	2,477,009	246,024
1997/98 F	7,583,335	6,481,535	2,308,000	9,891,335	1,842,435	5,817,920	2,080,500	150,480
<b>OTHER NORTHERN HEMISPHERE COUNTRIES</b>								
<b>Bulgaria</b>								
1994/95	76,477	57,400	16,159	92,636	597	44,600	38,239	9,200
1995/96	90,000	72,000	13,128	103,128	424	50,000	42,704	10,000
1996/97	180,000	146,000	5,823	185,823	2,962	70,861	92,000	20,000
1997/98 F	150,000	120,000	6,000	156,000	2,500	60,000	78,500	15,000
<b>Canada</b>								
1994/95	553,483	553,483	100,952	654,435	76,762	357,673	220,000	0
1995/96	608,217	608,217	100,739	708,956	99,232	370,724	239,000	0
1996/97	483,410	483,410	107,354	590,764	105,162	305,602	180,000	0
1997/98 F	506,000	506,000	115,000	621,000	110,000	316,000	195,000	0
<b>China, Peoples Republic of</b>								
1994/95	11,125,000	7,787,500	3,438	11,128,438	107,212	10,464,976	556,250	0
1995/96	14,007,662	9,804,662	9,540	14,017,202	149,324	13,167,495	700,383	0
1996/97	17,040,000	12,240,000	8,787	17,048,787	161,614	16,034,734	852,439	0
1997/98 F	18,500,000	13,700,000	9,000	18,509,000	180,000	17,429,000	900,000	0
<b>Hungary</b>								
1994/95	610,000	330,000	3,400	613,400	101,200	162,200	350,000	0
1995/96	353,000	250,000	45,000	398,000	34,000	131,000	233,000	0
1996/97	551,900	300,000	31,100	583,000	57,100	165,000	360,900	0
1997/98 F	470,000	270,000	18,000	488,000	50,000	160,000	278,000	0
<b>Japan</b>								
1994/95	989,300	909,700	8,900	998,200	1,800	814,000	182,400	0
1995/96	963,300	879,100	1,089	964,389	2,506	798,883	163,000	0
1996/97	899,200	808,700	338	899,538	3,625	760,913	135,000	0
1997/98 F	982,000	882,200	1,000	983,000	5,000	808,000	170,000	0
<b>Mexico</b>								
1994/95	488,000	438,000	80,000	568,000	0	483,000	85,000	0
1995/96	414,000	374,000	80,000	494,000	0	424,000	70,000	0
1996/97	430,000	400,000	110,000	540,000	0	460,000	80,000	0
1997/98 F	480,000	450,000	125,000	605,000	0	535,000	70,000	0
<b>Norway</b>								
1994/95	45,291	16,593	42,354	87,645	0	67,344	2,700	17,601
1995/96	52,559	22,596	39,344	91,903	0	67,646	3,042	21,215
1996/97	43,161	14,865	40,064	83,225	0	65,020	1,964	16,241
1997/98 F	49,180	19,911	36,000	85,180	0	62,259	2,910	20,011
<b>Poland</b>								
1994/95	1,441,000	1,241,000	26,560	1,467,560	115,100	354,460	998,000	0
1995/96	1,288,000	1,088,000	27,400	1,315,400	74,000	341,400	900,000	0
1996/97	1,952,000	1,752,000	10,000	1,962,000	180,000	682,000	1,100,000	0
1997/98 F	1,900,000	1,700,000	15,000	1,915,000	180,000	635,000	1,100,000	0
<b>Romania</b>								
1994/95	525,000	450,000	7,000	532,000	30,000	410,000	77,000	15,000
1995/96	500,000	420,000	7,900	507,900	40,000	372,900	85,000	10,000
1996/97	510,000	440,000	5,000	515,000	35,000	350,000	117,000	13,000
1997/98 F	490,000	410,000	5,500	495,500	35,000	320,000	129,500	11,000
<b>Russian Federation</b>								
1994/95	1,154,000	804,000	423,960	1,577,960	1,520	744,600	503,700	328,140
1995/96	1,094,000	785,000	407,350	1,501,350	310	710,000	480,500	310,540
1996/97	1,755,000	1,300,000	364,600	2,119,600	630	820,000	850,500	448,470
1997/98 F	1,550,000	1,150,000	400,000	1,950,000	500	790,000	860,000	299,500

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**TABLE 1**  
**APPLES: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES**  
**(METRIC TONS)**

Country Mktg. Year 1/	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawal
<b>Serbia/Montenegro</b>								
1994/95	148,000	103,000	0	148,000	0	103,000	45,000	0
1995/96	141,000	96,000	12,000	153,000	1,000	93,000	59,000	0
1996/97	240,000	150,000	0	240,000	1,200	158,800	80,000	0
1997/98 F	205,000	125,000	1,000	206,000	500	120,500	85,000	0
<b>Slovakia</b>								
1994/95	57,000	53,000	14,400	71,400	4,400	54,000	13,000	0
1995/96	38,100	35,100	800	38,900	400	32,500	6,000	0
1996/97	79,100	73,600	27,000	106,100	12,300	68,800	25,000	0
1997/98 F	90,000	83,000	18,000	108,000	18,000	70,000	20,000	0
<b>Taiwan</b>								
1994/95	8,469	8,469	131,744	140,213	23	140,190	0	0
1995/96	9,482	9,482	110,433	119,915	0	119,915	0	0
1996/97	8,251	8,251	131,750	140,001	0	140,001	0	0
1997/98 F	10,000	10,000	131,000	141,000	0	141,000	0	0
<b>Turkey</b>								
1994/95	2,095,000	2,095,000	8,378	2,103,378	30,021	1,968,607	104,750	0
1995/96	2,100,000	2,100,000	1,336	2,101,336	47,226	1,949,110	105,000	0
1996/97	2,200,000	2,200,000	1,000	2,201,000	50,000	2,041,000	110,000	0
1997/98 F	2,200,000	2,200,000	1,000	2,201,000	50,000	2,041,000	110,000	0
<b>United States 2/</b>								
1994/95	5,216,545	5,216,545	126,404	5,342,949	697,829	2,392,940	2,252,180	0
1995/96	4,801,281	4,801,281	168,729	4,970,010	562,555	2,345,059	2,062,396	0
1996/97	4,696,955	4,696,955	166,096	4,863,051	666,857	2,381,777	1,814,417	0
1997/98 F	4,728,255	4,728,255	170,000	4,898,255	610,000	2,288,255	2,000,000	0
<b>SUBTOTAL OTHER NORTHERN HEMISPHERE COUNTRIES</b>								
1994/95	24,532,565	20,063,690	993,649	25,526,214	1,166,464	18,561,590	5,428,219	369,941
1995/96	26,460,601	21,345,438	1,024,788	27,485,389	1,010,977	20,973,632	5,149,025	351,755
1996/97	31,068,977	25,013,781	1,008,912	32,077,889	1,276,450	24,504,508	5,799,220	497,711
1997/98 F	32,310,435	26,354,366	1,051,500	33,361,935	1,241,500	25,776,014	5,998,910	345,511
<b>TOTAL NORTHERN HEMISPHERE COUNTRIES</b>								
1994/95	33,820,503	27,744,828	2,861,366	36,681,869	3,024,450	24,940,450	7,747,965	969,004
1995/96	34,718,554	28,379,496	3,372,374	38,090,928	3,314,919	26,774,431	7,440,084	561,494
1996/97	39,694,802	32,235,206	3,004,389	42,699,191	3,104,774	30,574,453	8,276,229	743,735
1997/98 F	39,893,770	32,835,901	3,359,500	43,253,270	3,083,935	31,593,934	8,079,410	495,991
<b>SOUTHERN HEMISPHERE COUNTRIES</b>								
<b>Argentina</b>								
1994/95	1,146,000	1,146,000	6,206	1,152,206	243,320	282,000	626,886	0
1995/96	1,224,420	1,224,420	9,615	1,234,035	209,534	399,287	625,214	0
1996/97	1,276,400	1,276,400	4,000	1,280,400	220,000	384,400	676,000	0
1997/98	NA	NA	NA	NA	NA	NA	NA	NA
<b>Australia</b>								
1994/95	345,000	345,000	0	345,000	38,097	171,000	135,903	0
1995/96	279,000	279,000	0	279,000	21,007	151,000	106,993	0
1996/97	369,000	369,000	0	369,000	38,000	176,000	155,000	0
1997/98	NA	NA	NA	NA	NA	NA	NA	NA
<b>Brazil</b>								
1994/95	483,200	483,200	245,032	728,232	12,085	676,147	40,000	0
1995/96	527,400	527,400	450,000	977,400	12,000	845,400	120,000	0
1996/97	575,000	527,400	500,000	1,075,000	25,000	1,020,000	30,000	0
1997/98	NA	NA	NA	NA	NA	NA	NA	NA

continued—



**TABLE 1**  
**APPLES: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES**  
**(METRIC TONS)**

Country Mktg. Year 1/	Total Production	Commercial Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawal
<b>Chile</b>								
1994/95	860,000	850,000	0	860,000	432,600	92,000	335,400	0
1995/96	910,000	900,000	0	910,000	442,000	92,000	376,000	0
1996/97	920,000	910,000	0	920,000	400,000	93,000	427,000	0
1997/98	NA	NA	NA	NA	NA	NA	NA	NA
<b>New Zealand</b>								
1994/95	480,700	431,700	94	480,794	321,900	53,000	105,894	0
1995/96	547,200	502,200	90	547,290	324,000	53,000	170,290	0
1996/97	479,923	439,923	167	480,090	273,000	53,000	154,090	0
1997/98	NA	NA	NA	NA	NA	NA	NA	NA
<b>South Africa, Republic of</b>								
1994/95	576,737	576,737	0	576,737	213,780	209,693	153,264	0
1995/96	702,500	702,500	0	702,500	208,750	246,250	247,500	0
1996/97	634,559	634,559	0	634,559	165,948	252,441	216,170	0
1997/98	NA	NA	NA	NA	NA	NA	NA	NA
<b>TOTAL SOUTHERN HEMISPHERE COUNTRIES</b>								
1994/95	3,891,637	3,832,637	251,332	4,142,969	1,261,782	1,483,840	1,397,347	0
1995/96	4,190,520	4,135,520	459,705	4,650,225	1,217,291	1,786,937	1,645,997	0
1996/97	4,254,882	4,157,282	504,167	4,759,049	1,121,948	1,978,841	1,658,260	0
1997/98	NA	NA	NA	NA	NA	NA	NA	NA
<b>WORLD TOTAL</b>								
1994/95	37,712,140	31,577,465	3,112,698	40,824,838	4,286,232	26,424,290	9,145,312	969,004
1995/96	38,909,074	32,515,016	3,832,079	42,741,153	4,532,210	28,561,368	9,086,081	561,494
1996/97	43,949,684	36,392,488	3,508,556	47,458,240	4,226,722	32,553,294	9,934,489	743,735
1997/98	NA	NA	NA	NA	NA	NA	NA	NA

1/ Data for Northern Hemisphere countries are for a July/June marketing year, except for Mexico and France which are August/July. In the Southern Hemisphere the marketing year begins on January 1 of the second year indicated, except for Chile where the year starts on February 1 of the second year indicated, and New Zealand where the year starts in October 1 of the first year indicated. For Austria, processing apples are not included in production.

2/ U.S. import/export estimates based on U.S. Census of the Bureau data, through July 1997, and trade contacts, comparing trends this season with the same period in 1996 (July).

F= Forecast



**TABLE 2**  
**U.S. APPLE EXPORTS**  
**MARKETING YEARS 1994/95-1996/97**  
**(JULY-JUNE)**  
**METRIC TONS**

COUNTRIES OF DESTINATION	1996/97 RANK	1994/95	1995/96	1996/97	% CHANGE 1995/6-1996/97
Taiwan	1	115,342	101,650	119,711	17.77
Canada	2	80,941	78,790	90,464	14.82
Mexico	3	87,269	80,802	89,659	10.96
Indonesia	4	43,268	49,455	61,667	24.69
Hong Kong	5	74,782	49,741	45,932	-7.66
Thailand	6	34,223	27,217	27,686	1.72
Philippines	7	16,522	16,258	25,765	58.48
Malaysia	8	20,216	16,634	25,739	54.74
United Kingdom	9	28,090	22,740	23,152	1.81
Saudi Arabia	10	28,219	13,014	19,483	49.71
United Arab Emirates	11	17,311	7,676	17,411	126.83
Brazil	12	21,751	13,207	16,009	21.22
Singapore	13	19,056	10,602	12,320	16.20
Russian Federation	14	9,805	8,714	9,848	13.01
Colombia	15	10,189	7,142	7,982	11.76
Venezuela	16	7,864	4,435	7,330	65.29
Guatemala	17	2,281	5,402	6,665	23.37
Israel	18	5,440	1,459	6,096	317.87
Costa Rica	19	6,871	5,741	5,702	-0.69
Sweden	20	4,967	3,943	5,057	28.25
Dominican Republic	21	3,657	3,771	5,010	32.88
Finland	22	3,190	4,523	4,409	-2.53
Argentina	23	74	211	3,458	1,542.78
Kuwait	24	3,710	2,777	3,440	23.85
Panama	25	3,194	2,116	3,232	52.74
Ecuador	26	5,004	2,034	2,213	8.82
Vietnam	27	2,832	2,324	1,734	-25.41
Egypt	28	2,716	1,969	1,654	-16.00
Iceland	29	1,954	1,589	1,635	2.95
Honduras	30	1,281	1,343	1,504	11.95
Bangladesh	31	817	470	1,480	215.13
Ireland	32	2,283	1,554	1,454	-6.46
Sri Lanka	33	1,085	858	1,024	19.38
Trinidad and Tobago	34	550	817	929	13.75
Norway	35	189	514	924	79.77
Japan	36	10,450	1,403	877	-37.45
Cambodia	37	426	223	818	267.07
Netherlands	38	2,055	832	769	-7.64
Peru	39	348	200	553	177.04
Guyana	40	275	244	531	117.95
India	41	7	35	523	1,393.00
Haiti	42	640	601	522	-13.08
Nicaragua	43	175	163	503	208.21
Bahrain	44	118	0	493	N/A
French Pacific Islan	45	379	438	467	6.61
Pakistan	46	14	0	345	N/A
El Salvador	47	578	561	328	-41.64
Belgium-Luxembourg	48	554	418	296	-29.15
Netherlands Antilles	49	474	236	267	13.11
Greece	50	2,206	801	233	-70.87
French West Indies	51	555	926	214	-76.92
China, Peoples Repub	52	885	1,377	166	-87.97
Barbados	53	420	248	147	-40.61
New Zealand	54	105	125	120	-3.95
Spain	55	3,387	482	119	-75.26
Jamaica & Dep	56	52	444	119	-73.25

Continued--

**TABLE 2**  
**U.S. APPLE EXPORTS**  
**MARKETING YEARS 1994/95-1996/97**  
**(JULY-JUNE)**  
**METRIC TONS**

COUNTRIES OF DESTINATION	1996/97 RANK	1994/95	1995/96	1996/97	% CHANGE 1995/6-1996/97
Belize .....	57	187	43	94	119.79
Bermuda .....	58	78	46	88	88.84
Kenya .....	59	0	0	62	N/A
French Guiana .....	60	60	63	61	-4.08
Malta & Gozo .....	61	54	70	57	-18.97
Cayman Islands .....	62	10	39	53	38.61
Bahamas, The .....	63	67	44	43	-3.65
Germany .....	64	47	149	39	-73.67
Korea, Republic of .....	65	189	16	37	139.76
Leeward-Windward Isl.....	66	52	59	33	-44.01
Suriname .....	67	0	0	28	N/A
Brunei .....	68	0	0	20	N/A
France .....	69	1,684	0	19	N/A
Uruguay .....	70	71	337	18	-94.55
Australia .....	71	8	82	18	-78.41
Denmark .....	72	0	0	0	N/A
Italy .....	73	4,107	0	0	N/A
Portugal .....	74	37	37	0	-100.00
Union of Soviet Soci.....	75	0	0	0	N/A
Jordan .....	76	0	60	0	-100.00
Qatar .....	77	0	0	0	N/A
Yemen .....	78	0	56	0	-100.00
Other Pacific Island.....	79	45	124	0	-100.00
Papua New Guinea .....	80	0	0	0	N/A
Western Samoa .....	81	0	0	0	N/A
Angola .....	82	0	0	0	N/A
Guinea .....	83	0	0	0	N/A
Mauritius .....	84	0	17	0	-100.00
South Africa, Republ.....	85	0	0	0	N/A
Burma .....	86	0	0	0	N/A
Switzerland .....	87	0	0	0	N/A
Chile .....	88	11	64	0	-100.00
TOTAL Other Asia .....		338,193	276,899	322,471	16.46
TOTAL North America .....		168,210	159,592	180,124	12.87
TOTAL Middle East .....		54,870	25,042	46,922	87.37
TOTAL South America .....		45,646	27,936	38,184	36.69
TOTAL European Union .....		52,609	35,480	35,547	0.19
TOTAL Central America .....		14,567	15,370	18,026	17.28
TOTAL Former Soviet Union .....		9,805	8,714	9,848	13.01
TOTAL Caribbean .....		6,555	7,231	7,426	2.69
TOTAL South Asia .....		1,923	1,363	3,373	147.53
TOTAL Other West Europe .....		2,198	2,173	2,616	20.40
TOTAL North Africa .....		2,716	1,969	1,654	-16.00
TOTAL Oceania .....		537	770	605	-21.36
GRAND TOTAL .....		697,829	562,555	666,857	18.54

Source: U.S. Department of Commerce, Bureau of the Census

## Table Grape Situation and Outlook

Table grape exports from selected countries in 1997 are forecast at 1.63 million metric tons, 3 percent below record 1996 shipments. A sharp reduction in Chilean grape exports and likely lower exports from Europe will likely more than offset likely record shipments from the United States. Unfavorable growing conditions have reduced the table grape production estimate for Chile, the world's second largest table grape exporter. Frosts and heavy rains in Italy, France and Spain have also reduced crop prospects in those countries. U.S. exports are forecast at a record 235,000 tons in 1997, based on an expected larger harvest, the opening of new markets, and reduced exports from competitors.

### Northern Hemisphere Outlook

#### United States

U.S. table grape production in 1997 is forecast at 676,677 tons, 19 percent above the previous year's output. California accounts for over 90 percent of total U.S. table grape production. California's grape production in 1997 is forecast at 634,900 tons, up 18 percent from 1996 but down 1 percent from 1995. Quality is reported as above average.

U.S. table grape exports in 1997 are forecast to increase 10 percent to a record 235,000 tons based on the higher production and the opening of new markets. Canada, Hong Kong, and Taiwan are expected to remain the top three export markets for U.S. grapes. Initially, some industry sources expected exports to exceed the above forecast; however, currency devaluations in Southeast Asia, major U.S. markets, will likely slow U.S. export gains.

The lifting of phytosanitary barriers in China and Chile is expected to contribute to higher 1997 U.S. grape exports. Under a phytosanitary agreement signed in Beijing on May 12, California table grapes gained access to China's market, and direct commercial shipments have begun. Exports of California grapes to China were previously prohibited because of phytosanitary concerns, such as Mediterranean fruit fly. Beginning with this year's crop, California grape producers in Fresno, Kern, Tulare, and Madera

counties can ship grapes to China for the first time. Despite the current high tariff, industry sources forecast exports to China could reach \$50 million within 3 years.

Also, in May 1997, the Government of Chile reduced its phytosanitary barriers on U.S. grapes. California grape growers are now able to export grapes to Chile. On August 22, the first container of California table grapes was exported to Chile, cleared quarantine inspection and went on sale in Santiago supermarkets.

The United States is a net table grape importer. Imports in 1997 are forecast to decrease by 4 percent to 345,000 tons based on the larger U.S. harvest.

#### France

In 1997, French production of table grapes is forecast to decrease 20 percent to 98,700 tons, due to late frosts in April. Frosts damaged table grape vineyards in Southern France. In addition, cases of botrytis disease in the South East part of France adversely affected production.

France traditionally imports more table grapes than it produces, with most coming from Italy and Spain. French table grape imports in 1997 are forecast at 150,000 tons, 15 percent above the previous year's level, due to the smaller harvest.



## **Greece**

Weather conditions thus far in 1997 have been favorable in Greece for table grapes. Production in 1997 is forecast at 330,000 tons, 6 percent above the previous year's output.

Greece remains a net exporter of table grapes. Fresh table grape exports in 1997 are forecast at 100,000 tons, down 6 percent. Greece has requested EU aid to offset higher transportation for shipments to Central Europe, a major market for Greek product, following the break up of the former Yugoslavia.

## **Japan**

Japanese table grape production in 1997 is forecast at 253,100 tons, up 4 percent from the preceding year. A slight decline in table grape acreage was more than offset by higher yields. The increase in yields are due largely to relatively good weather from the blossoming season to the harvesting season.

Japan's grape imports are forecast at 8,000 tons, up approximately 19 percent from the previous year. The United States and Chile are the two major suppliers, accounting for over 99 percent of imports. The Chilean table grape season is February through May and imports this year were up 21 percent over last year. Reportedly, Japanese importers are expected to increase imports from the United States by approximately 20 percent over 1996. However, demand could be limited by the weakening yen, which has fallen to 120 yen per dollar from 110 yen per dollar in September 1996. Most grape imports from the United States occur from October through January.

## **Italy**

Italian table grapes were not affected by the Spring frost, and production in 1997 is forecast down slightly to 1.55 million tons. Fruit quality is expected to be normal. Sicily and Apulia regions in the South of Italy account for about 80 percent of Italian table grape output.

## **Mexico**

Table grape production in 1997 is forecast at 151,000 tons, 8 percent above the 1996 level due to good weather.

Table grape imports in 1997 are forecast up 13 percent to 25,000 tons, reflecting a recovery of consumer purchasing power in Mexico.

Mexican table grape exports in 1997 are forecast up 27 percent to 76,000 tons. The United States is the main export market.

## **Spain**

Spain's 1997 table grape production was negatively impacted by early-season frosts and heavy rains later in the season. As a result, production is forecast to decline by 15 percent to 363,100 tons.

Spain is a net table grape exporter. Exports in 1997 are expected to decrease by 8 percent to 90,000 tons, due to the smaller crop. Major traditional markets for Spanish grapes are other EU countries, mainly France, Germany, and the United Kingdom.

## **Revised Southern Hemisphere**

Data for the Southern Hemisphere have been revised since the April issue of the World Horticultural Trade & U.S. Export Opportunities. Grape production in the Southern Hemisphere for 1997 has been reduced from 1.08 million to 1.03 million tons. Southern Hemisphere exports for 1997 were reduced from 601,500 to 561,500 tons. Reduced production and export prospects in Chile account for these changes.

**For further information on supply, distribution and trade, contact Yvette Wedderburn Bomersheim at 202-720-9903. For information on marketing opportunities contact James Carlson at 202-720-0911.**



**Table Grapes: Production, Supply, and Distribution in Selected Countries**

Country/Year 1/	Total Production	Total Imports	Total Supply	Exports, Fresh Only	Domestic Fresh Consump	For Processing	Withdrawal From Market
Metric tons, net weight							
<b>Northern Hemisphere</b>							
<b>France</b>							
1995	136,800	114,200	251,000	19,200	231,800	0	0
1996	126,000	130,900	256,900	14,800	242,100	0	0
1997	98,700	150,000	248,700	12,000	236,700	0	0
<b>Greece</b>							
1995	312,492	366	312,858	111,939	129,175	70,000	1,744
1996	312,000	400	312,400	106,470	137,130	64,000	4,800
1997	330,000	400	330,400	100,000	155,400	70,000	5,000
<b>Italy</b>							
1995	1,412,000	9,000	1,421,000	506,000	600,000	315,000	0
1996	1,580,000	11,000	1,591,000	533,500	757,500	300,000	0
1997	1,550,000	11,000	1,561,000	530,000	731,000	300,000	0
<b>Spain</b>							
1995	391,700	12,000	403,700	91,600	277,100	35,000	0
1996	427,000	8,100	435,100	96,800	296,600	41,700	0
1997	363,100	15,000	378,100	90,000	260,000	28,100	0
<b>Japan</b>							
1995	250,000	8,629	258,629	9	231,620	27,000	0
1996	244,400	6,750	251,150	6	225,144	26,000	0
1997	253,100	8,000	261,100	10	233,090	28,000	0
<b>Mexico</b>							
1995	160,000	20,000	180,000	83,000	97,000	0	0
1996	140,000	22,000	162,000	60,000	102,000	0	0
1997	151,000	25,000	176,000	76,000	100,000	0	0
<b>Turkey</b>							
1995	3,550,000	19	3,550,019	28,578	1,760,721	1,760,720	0
1996	3,700,000	110	3,700,110	30,000	1,820,110	1,850,000	0
1997	3,700,000	0	3,700,000	30,000	1,820,000	1,850,000	0
<b>United States 2/</b>							
1995	681,353	349,666	1,031,019	219,329	811,690	0	0
1996	570,474	359,826	930,300	215,009	715,291	0	0
1997F	676,677	345,000	1,021,677	235,000	786,677	0	0
<b>Subtotal Northern Hemisphere</b>							
1995	6,894,345	513,880	7,408,225	1,059,655	4,139,106	2,207,720	1,744
1996	7,099,874	539,086	7,638,960	1,056,585	4,295,875	2,281,700	4,800
1997	7,122,577	554,400	7,676,977	1,073,010	4,322,867	2,276,100	5,000

Continued --

**Table Grapes: Production, Supply, and Distribution in Selected Countries**

Country/Year 1/	Total Production	Total Imports	Total Supply	Exports, Fresh Only	Domestic Fresh Consump	For Processing	Withdrawal From Market
Metric tons, net weight							
<b>Southern Hemisphere Countries</b>							
<b>Argentina</b>							
1995	63,000	1,828	64,828	8,803	24,400	31,625	0
1996	45,000	1,950	46,950	11,400	21,550	14,000	0
1997	50,000	2,000	52,000	11,500	26,000	14,500	0
<b>Chile</b>							
1995	855,000	0	855,000	443,000	91,000	321,000	0
1996	865,000	0	865,000	513,000	91,500	260,500	0
1997	815,000	90	815,090	445,000	91,800	278,290	0
<b>South Africa, Republic of</b>							
1995	156,000	0	156,000	102,000	51,000	3,000	0
1996	156,000	0	156,000	100,000	53,000	3,000	0
1997	165,000	0	165,000	105,000	56,000	4,000	0
<b>Subtotal Southern Hemisphere</b>							
1995	1,074,000	1,828	1,075,828	553,803	166,400	355,625	0
1996	1,066,000	1,950	1,067,950	624,400	166,050	277,500	0
1997	1,030,000	2,090	1,032,090	561,500	173,800	296,790	0
<b>Total Selected Countries</b>							
1995	7,968,345	515,708	8,484,053	1,613,458	4,305,506	2,563,345	1,744
1996	8,165,874	541,036	8,706,910	1,680,985	4,461,925	2,559,200	4,800
1997	8,152,577	556,490	8,709,067	1,634,510	4,496,667	2,572,890	5,000

F= Forecast.

1/Calendar year for all countries. EU data include intra-EU trade.

2/FAS methodology for calculating the estimate has been revised. The estimate is based exclusively on the NASS forecast.

Official NASS estimate will be available in January 1998.

Source: U.S. Agricultural Attache Reports.

## United States: Table Grape Exports

1993-1997 1/

Destination	1993	1994	1995	1996	1997 2/
Metric tons, net weight					
Canada	111,282	102,703	102,903	86,965	23,471
Hong Kong	18,267	21,082	28,159	38,632	7,071
Taiwan	12,898	15,107	12,784	16,359	3,352
United Kingdom	5,023	3,931	7,387	4,678	2,634
Philippines	5,955	8,946	9,034	12,703	1,951
Malaysia	4,018	4,228	6,470	5,887	1,360
Singapore	6,655	5,945	5,828	4,675	1,109
New Zealand	2,426	4,362	3,630	4,006	1,036
Russian Federation	9	166	230	668	931
Indonesia	4,357	4,038	5,020	4,778	870
All Others	32,923	48,347	37,884	35,658	3,693
<b>Total</b>	<b>203,813</b>	<b>218,855</b>	<b>219,329</b>	<b>215,009</b>	<b>47,478</b>

1/Calendar year data.

2/January through July 1997 data.

Source: U.S. Census data.

## United States: Table Grape Imports

1993-1997 1/

Origin	1993	1994	1995	1996	1997 2/
Metric tons, net weight					
Chile	279,205	280,910	263,824	292,896	234,884
Mexico	41,305	41,074	80,492	60,033	75,701
South Africa	0	567	3,004	3,218	7,437
All Others	957	1,409	2,346	3,679	64
<b>Total</b>	<b>321,467</b>	<b>323,960</b>	<b>349,666</b>	<b>359,826</b>	<b>318,086</b>

1/Calendar year data.

2/January through July 1997 data.

Source: U.S. Census data.

## CANNED DECIDUOUS FRUIT SITUATION FOR SELECTED COUNTRIES

European Union canned fruit exports in 1997/98 are forecast at 440,000 tons, 31 percent below the previous season's shipments. Lower canned peach exports account for the bulk of the decrease in canned fruit exports. Sharply reduced European peach and pear crops, due to frosts, is the reason for the expected sharp drop in exports. Greece, the world's largest canned peach exporter, is expected to reduce exports by 47 percent, due to the reduced supplies. U.S. cling peach production in 1997/98, on the other hand, is the second largest in the last 16 years and production of canning pears is expected to be the second largest ever. U.S. canned peach imports are expected to be much lower than in previous years and exports are expected to increase in 1997/98, due to the reduced European supplies. Growers in Europe and the United States are already receiving higher prices for their fruit, due to the tighter world supplies.

### GREECE

#### Production declines due to frost

A hard spring freeze severely reduced Greek production of stone fruit. Fresh peach production in 1997/98 is forecast at 460,000 tons, 44 percent below the 1996/97 output. Production of clingstone peaches, which normally accounts for two thirds of Greece's peach production, declined by 49 percent to 280,000 tons. Greek canning capacity is around 400,000 tons but this year only 170,000 tons were delivered. This year's short crop yielded a canned output of 195,000 tons, net weight, 48 percent below last year's record production of 378,000 tons, net weight.

Deliveries of canning apricots to processors in 1997/98 are estimated at 10,000 tons, down 38 percent. Canned output in 1997/98 is forecast down 8,000 tons from last year's level of 20,000 tons.

#### Prices increase due to short crop

Although the 1997 EU minimum price to growers is about two percent below the 1996 level, canners paid a third more than last year for canning grade peaches. Prices were quoted

around 100 drs/kg this year compared to 83 drs/kg in 1996.

#### Exports forecast to decline sharply

Exports of canned peaches in 1997/98 are forecast to decrease 47 percent to 189,000 tons based on smaller production. Reportedly 90 percent of the tonnage already produced has been contracted for and 80 percent has been shipped.

The Greek Government's policy to uproot 15,000 hectares of clingstone peaches resulted in only 5,250 hectares being removed as of December 31, 1996. The cost for removal is \$US 6,000/ha.

Earlier this year CAP reform, under the name of "Common Organization of Markets" was introduced. While this new regime will continue the minimum grower price, the processor aid, and the withdrawal price provisions of the CAP for canned fruit, withdrawal prices paid by the EU and the quantities on which the prices will be paid are to be reduced each year until 2002.



## ITALY

Spring frost reduced Italian production of canning peaches in 1997/98 by 9 percent to 30,000 tons. Canning pear production was reduced as deliveries to canners declined 36 percent to 30,000 tons. The fresh product delivered for mixtures declined by 26 percent to 60,000 tons.

Canned peach production in Italy peaked in 1992/93 at 98,000 tons, but has declined steadily since, due to strong competition from Greece and shifting consumer demand toward fresh fruit. Apparently, some Italian canners have either stopped or reduced production of local product and are marketing imported canned Greek product under their label.

Competition from Greece stimulated consolidation of the Italian canning sector. Reportedly, one major multinational fruit company moved all of its production to South Africa. Italy's position as a net exporter of canned peaches declined from 58,000 tons in 1992/93 to 11,000 tons last year and domestic consumption declined from 48,000 tons to 21,000 tons.

## FRANCE

French canned peach production in 1997/98 declined marginally to 16,560 tons, the lowest level produced this decade. Production continues to decline due to stiff competition from less expensive Greek product, and lower EU guaranteed minimum prices. France is a net importer of canned peaches. The vast majority of French trade is within the European Union.

The French pear canning sector remains strong. France accounts for 30 percent of Europe's canned pear production in 1997/98 compared to 25 percent last year, due to a decline in Italy's production.

Production of canned fruit mixtures appears to have declined by a third from quantities produced during the first half of the decade. This downward trend closely parallels that of canned peaches. The viability of the French fruit canning industry is closely tied to the peach situation.

## Canning Industry Reorganizes

The French canning industry, like the Italian industry, is undergoing a significant reorganization. Serious financial difficulties, due to currency devaluations and stiff competition, forced the leading French canning company "Verjame" to sell 51 percent of its company to the Italian holding company "Conserve Italia". Because the company is no longer controlled by French interests it is speculated that it will import fresh canning peaches from Greece rather than contract for the more expensive domestically produced product. Higher quality French peaches will be used in fruit mixture packs while the lower quality Greek fruit will likely be packed as peaches.

## SPAIN

The Spanish canned peach situation remains relatively unchanged from the 1996/97 season. Production of canned pears in 1997/98 is forecast at 150,000 tons, 1,000 tons more than last year's level but up significantly from the 1993 to 1995 average of 112,000 tons. Spain processes about 40 percent of its fresh pear production.

## JAPAN

Japan's canning peach production, which declined precipitously during the first half of this decade, (from a high of 22,000 tons) appears to have stabilized at 6,300 tons. About 90 percent of domestic production is of white varieties.

Current consumption of canned peaches (at 64,000 tons) continues to be down from the record 93,000 tons of 1994/95. This decline is due to a weakening yen which made aggressive discounting by supermarket chains more difficult. Prior to the weakening of the yen, price promotions at retail level (so called "high-yen" or "price destruction sales") were instrumental in boosting demand.

Imports of canned peaches in 1997/98 are forecast at 55,000 tons, up 6 percent from the previous year. China continues to be the largest supplier, accounting for almost a third of Japan's

total imports, followed by Greece at 29 percent, and South Africa at 20 percent. China is the largest supplier because it produces white peaches which are not available from other foreign suppliers.

The Japanese canned fruit market is basically price-driven, with fluctuations in the volume imported driven by the yen/dollar exchange rate. In 1994 and 1995, when the exchange rate was below 100, imports were large as retailers promoted canned fruit as a discount item. The current 118 rate sharply reduced this price incentive. This year Japanese buyers are waiting to place orders until they see South Africa's new offering prices. U.S. brands are also being challenged by improving quality and lower Chinese fruit prices.

## **BRAZIL**

Brazilian canned peach production is on the road to recovery following a fierce 5 year assault by subsidized Greek competition. Brazilian imports of Greek product increased from 7,433 tons in 1993 to 30,209 tons in 1995. However, imports in 1996 decreased to 28,460 tons. This decrease in imports is due in part to an increase in the import duty from 14 percent to 35 percent and to restrictions on supplier import credits. Prior to April 1997 importers were allowed 360 days to finance imports. However, currently the importer must make an advance payment and pay cash at the time of customs clearance for terms of less than 180 days.

Canned peach production is located entirely in Pelots, Rio Grande do Sul. Peaches account for 35 percent of the canning industry. Before the large influx of Greek peaches, this region produced up to 50,000 tons of canning peaches and supplied product to 40 canning operations. The lower priced imports reduced the demand for the domestic product. Production was severely reduced as producers pulled trees in response to low prices and the number of canneries fell to 18. This year however, enough peaches were grown to produce 28 million cans compared to 22 million cans of peaches in 1995/96.

## **CHINA**

Data concerning China's fruit processing industry are limited. Production for all canned fruits, preserves and fruit beverages is estimated to have increased steadily from 1.06 million tons in 1994 to around 1.6 million tons in 1997. An accurate breakdown of production by product is not available.

There are about 1,000 fruit canneries in China, of which 400 are authorized to export. Only the highest quality product is usually exported. In spite of efforts to maintain product standards throughout the industry, the quality produced reportedly varies greatly. The industry realizes that inconsistent quality is a problem and seems to be focusing on acquiring new machinery and materials to solve the problem. However, there seems to be little work being done on proper supply management techniques and pre-processing storage facilities. Post harvest handling and storage is not modern. Farmers often store their harvest on the farm, either underground or under straw. Spoilage ranges from 15 to 25 percent.

China canned fruit exports in 1996 totaled 127,000 tons, slightly less than 10 percent of total processed fruit production. Imports are small, totaling less than 3,000 tons in 1996. The most popular export item is canned white peaches. Canning high quality white peaches is a difficult and expensive process because the varieties used are easily damaged. China is the only country willing to supply this item in any quantity. Nevertheless, the Chinese quality of this item has declined and Japanese interests approached Chilean producers to supply the item. The Chilean producers declined this offer because of the difficulty and expense involved in producing this product.

## **UNITED STATES**

Peach production for canning reached 483,100 tons in 1997/98. This is the second largest tonnage moving to canned product since 1981. Sixty-seven percent of this quantity (323,683 tons) went to canned peaches, 25 percent to (120,772) fruit cocktail, 5 percent (24,156) to

mixed fruit, and 3 percent (14,493) to the frozen sector. The average price paid to growers was \$218/ton compared to \$200/ton last year.

Fresh pears for canning reached a record 194,108 tons compared to a five year average of 163,000 tons. This year's canned pear production is up 117 percent from last year's weather reduced crop of 89,152 tons. Growers received \$235/ton vs \$285/ton last year. Due to last year's reduced crop, inventories of canned pears are depleted. The major concern for U.S. processors is correctly pricing the current crop to move sufficient quantities and avoid large carryovers into the next year.

This year U.S. production of apricots for canning reached 46,700 tons compared with 20,000 tons last year. Growers received \$320/ton, the same as last year. Apricots destined for concentrate are estimated at 27,700 tons vs 21,500 tons in 1996/97. This year prices received by growers declined from the \$250 to \$240/ton compared with \$190/tons last year. Due to the sizable quantity of canned production, U.S. imports of canned apricots are expected to decline markedly.

(For supply demand information, contact Robert Knapp, 202-720-4620. For marketing information contact Pamela McKenzie at 202-720-8495.)



## Canned Peaches: Production, Supply and Distribution

Country	Beginning Stocks	Production	Imports	Total Supply	Exports	Domestic Consumption	Ending Stocks
--Metric Tons Net Weight 1/ --							
<b>Northern Hemisphere</b>							
<b>France</b>							
1995/96	1,000	17,430	26,743	45,173	8,880	35,793	500
1996/97	500	16,800	31,032	48,332	3,266	40,066	5,000
1997/98 F	5,000	16,560	26,000	47,560	5,000	40,000	2,560
<b>Greece</b>							
1995/96	47,866	375,670	753	424,489	390,000	10,000	24,289
1996/97	24,289	378,000	500	402,789	354,189	8,000	40,600
1997/98 F	40,600	195,000	500	236,100	189,100	7,000	40,000
<b>Italy</b>							
1995/96	11,000	37,000	18,100	66,100	39,500	26,600	0
1996/97	0	38,000	26,000	64,000	38,000	23,000	3,000
1997/98 F	3,000	34,000	26,000	63,000	37,000	21,000	5,000
<b>Spain</b>							
1995/96	4,000	118,700	5,500	128,200	15,500	100,000	12,700
1996/97	12,700	149,000	2,300	164,000	45,400	107,000	11,600
1997/98	11,600	150,000	2,000	163,000	48,000	107,000	8,600
<b>Total EU</b>							
1995/96	63,866	548,800	51,096	663,962	453,880	172,393	37,489
1996/97	37,489	581,800	59,832	679,121	440,855	178,066	60,200
1997/98 F	60,200	395,560	54,500	509,660	279,100	175,000	56,160
<b>Japan</b>							
1995/96	1,500	7,000	73,273	81,773	0	75,773	6,000
1996/97	6,000	6,000	51,649	63,649	4	60,645	3,000
1997/98 F	3,000	6,300	55,000	64,300	0	61,300	3,000
<b>United States</b>							
1995/96	114,309	285,773	14,100	414,182	21,293	352,064	40,825
1996/97	40,825	359,257	28,088	428,170	16,007	371,645	40,518
1997/98 F	40,518	380,894	8,000	429,412	23,000	366,412	40,000
<b>Total Northern Hemisphere</b>							
1995/96	179,675	841,573	138,469	1,159,917	475,173	600,230	84,314
1996/97	84,314	947,057	139,569	1,170,940	456,866	610,356	103,718
1997/98 F	103,718	782,754	117,500	1,003,372	302,100	602,712	99,160
<b>Southern Hemisphere</b>							
<b>Argentina</b>							
1995/96	8,713	45,000	14,161	67,874	6,734	57,140	4,000
1996/97	4,000	53,000	8,000	65,000	5,000	55,000	5,000
1997/98	NA	NA	NA	NA	NA	NA	NA
<b>Australia</b>							
1995/96	16,218	34,000	807	51,025	8,290	24,300	18,435
1996/97	18,435	33,950	800	53,185	10,000	24,500	18,685
1997/98	NA	NA	NA	NA	NA	NA	NA

### Canned Peaches: Production, Supply and Distribution – Continued

Country	Beginning Stocks	Production	Imports	Total Supply	Exports	Domestic Consumption	Ending Stocks
--Metric Tons Net Weight 1/ --							
<b>Chile</b>							
1995/96	629	46,000	0	46,629	33,406	12,500	723
1996/97	723	38,500	0	39,223	26,600	12,000	623
1997/98	NA	NA	NA	NA	NA	NA	NA
<b>South Africa</b>							
1995/96	33,780	85,525	67	119,372	59,960	27,942	31,470
1996/97	31,470	95,928	68	127,466	60,500	36,676	30,290
1997/98	NA	NA	NA	NA	NA	NA	NA
<b>Total Southern Hemisphere</b>							
1995/96	59,340	210,525	15,035	284,900	108,390	121,882	54,628
1996/97	54,628	221,378	8,868	284,874	102,100	128,176	54,598
1997/98	NA	NA	NA	NA	NA	NA	NA
<b>Total</b>							
1995/96	239,015	1,052,098	153,504	1,444,817	583,563	722,112	138,942
1996/97	138,942	1,168,435	148,437	1,455,814	558,966	738,532	158,316
1997/98	NA	NA	NA	NA	NA	NA	NA

F = Forecast

Note: For Calendar year reference, MY 1995/96 would become CY 1995

1/ One metric ton 48.99 standard 45-lb. net cases of 24 x 2 1/2 cans

Source: U.S. Agricultural Attache Reports

## Canned Pears: Production, Supply and Distribution

Country	Beginning Stocks	Production	Imports	Total Supply	Exports	Domestic Consumption	Ending Stocks
--Metric Tons Net Weight 1/ --							
<b>Northern Hemisphere</b>							
<b>France</b>							
1995/96	7,485	19,570	21,154	48,209	3,139	39,930	5,140
1996/97	5,140	25,050	23,222	53,412	2,141	43,271	8,000
1997/98 F	8,000	23,380	21,000	52,380	3,000	43,380	6,000
<b>Italy</b>							
1995/96	29,000	46,000	700	75,700	42,900	14,800	18,000
1996/97	18,000	51,000	200	69,200	43,400	13,800	12,000
1997/98 F	12,000	34,000	3,000	49,000	35,000	12,000	2,000
<b>Spain</b>							
1994/95	12,200	16,300	75	28,575	12,300	7,800	8,475
1995/96	8,475	17,850	130	26,455	18,400	7,500	555
1997/98 F	555	19,425	150	20,130	13,000	7,100	30
<b>TOTAL EU</b>							
1995/96	48,685	81,870	21,929	152,484	58,339	62,530	31,615
1996/97	31,615	93,900	23,552	149,067	63,941	64,571	20,555
1997/98 F	20,555	76,805	24,150	121,510	51,000	62,480	8,030
<b>Japan</b>							
1995/96	200	400	10,695	11,295	0	11,095	200
1996/97	200	500	9,044	9,744	0	9,244	500
1997/98 F	500	500	10,000	11,000	0	10,500	500
<b>Total Northern Hemisphere</b>							
1995/96	48,885	82,270	32,624	163,779	58,339	73,625	31,815
1996/97	31,815	94,400	32,596	158,811	63,941	73,815	21,055
1997/98 F	21,055	77,305	34,150	132,510	51,000	72,980	8,530



## Canned Pears: Production, Supply and Distribution -- Continued

Country	Beginning Stocks	Production	Imports	Total Supply	Exports	Domestic Consumption	Ending Stocks
--Metric Tons Net Weight 1/ --							
<b>Southern Hemisphere</b>							
<b>Australia</b>							
1995/96	16,485	40,500	179	57,164	27,795	12,500	16,869
1996/97	16,869	39,500	180	56,549	30,500	12,700	13,349
1997/98	NA	NA	NA	NA	NA	NA	NA
<b>South Africa</b>							
1995/96	5,645	36,134	3	41,782	22,612	6,373	12,797
1996/97	12,797	29,573	2	42,372	22,925	6,442	13,005
1997/98	NA	NA	NA	NA	NA	NA	NA
<b>Total Southern Hemisphere</b>							
1995/96	22,130	76,634	182	98,946	50,407	18,873	29,666
1996/97	29,666	69,073	182	98,921	53,425	19,142	26,354
1997/98	NA	NA	NA	NA	NA	NA	NA
<b>Total</b>							
1995/96	71,015	158,904	32,806	262,725	108,746	92,498	61,481
1996/97	61,481	163,473	32,778	257,732	117,366	92,957	47,409
1997/98	NA	NA	NA	NA	NA	NA	NA

F = Forecast

Note: For Calendar year reference, MY 1995/96 would become CY 1995

1/ One metric ton 48.99 standard 45-lb. net cases of 24 x 2 1/2 cans

Source: U.S. Agricultural Attache Reports

## Canned Fruit Mixtures: Production, Supply and Distribution

Country	Beginning Stocks	Production	Imports	Total Supply	Exports	Domestic Consumption	Ending Stocks
--Metric Tons Net Weight 1/ --							
<b>Northern Hemisphere</b>							
<b>France</b>							
1995/96	2,150	12,990	34,243	49,383	17,567	30,816	1,000
1996/97	1,000	18,550	34,617	54,167	9,714	34,563	9,890
1997/98 F	9,890	16,600	29,000	55,490	17,000	34,000	4,490
<b>Greece</b>							
1995/96	530	6,100	592	7,222	5,466	1,000	756
1996/97	230	3,500	500	4,756	3,000	1,000	756
1997/98 F	756	2,500	500	3,756	2,500	900	356
<b>Italy</b>							
1995/96	0	90,000	3,900	93,900	85,000	8,900	0
1996/97	0	91,000	3,600	94,600	85,000	8,800	800
1997/98	800	72,000	5,000	77,800	69,000	8,800	0
<b>TOTAL EU</b>							
1995/96	2,680	109,090	38,735	150,505	108,033	40,716	1,756
1996/97	1,230	113,050	38,717	153,523	97,714	44,363	11,446
1997/98 F	11,446	91,100	34,500	137,046	88,500	43,700	4,846
<b>Japan</b>							
1995/96	500	3,572	14,010	18,082	28	17,554	500
1996/97	500	3,000	11,876	15,376	3	14,873	500
1997/98 F	500	3,000	12,000	15,500	10	14,990	500
<b>Total Northern Hemisphere</b>							
1995/96	3,180	112,662	52,745	168,587	108,061	58,270	2,256
1996/97	1,730	116,050	50,593	168,899	97,717	59,236	11,946
1997/98 F	11,946	94,100	46,500	152,546	88,510	58,690	5,346
<b>Southern Hemisphere</b>							
<b>Argentina</b>							
1995/96	300	11,000	1,500	12,800	310	12,190	300
1996/97	300	14,000	700	15,000	500	14,000	500
1997/98	NA	NA	NA	NA	NA	NA	NA
<b>Australia</b>							
1995/96	908	30,000	0	30,908	13,430	15,000	2,478
1996/97	2,478	29,000	0	31,478	14,500	15,000	1,978
1997/98	NA	NA	NA	NA	NA	NA	NA

## Canned Fruit Mixtures: Production, Supply and Distribution – Continued

Country	Beginning Stocks	Production	Imports	Total Supply	Exports	Domestic Consumption	Ending Stocks
--Metric Tons Net Weight 1/ --							
<b>Chile</b>							
1995/96	20	7,000	0	7,020	6,683	310	27
1996/97	27	5,800	0	5,827	5,450	320	57
1997/98	NA	NA	NA	NA	NA	NA	NA
<b>South Africa</b>							
1995/96	15,475	65,241	3	80,719	46,811	10,855	23,053
1996/97	23,053	54,473	1	77,527	48,450	11,141	17,936
1997/98	NA	NA	NA	NA	NA	NA	NA
<b>Total Southern Hemisphere</b>							
1995/96	16,703	113,241	1,503	131,447	67,234	38,355	25,858
1996/97	25,858	103,273	701	129,832	68,900	40,461	20,471
1997/98	NA	NA	NA	NA	NA	NA	NA
<b>Total</b>							
1995/96	19,883	225,903	54,248	300,034	175,295	96,625	28,114
1996/97	27,588	219,323	51,294	298,731	166,617	99,697	32,417
1997/98	NA	NA	NA	NA	NA	NA	NA

F = Forecast

Note: For Calendar year reference, MY 1995/96 would become CY 1995

1/ One metric ton 48.99 standard 45-lb. net cases of 24 x 2 1/2 cans

Source: U.S. Agricultural Attache Reports



## Canned Apricots: Production, Supply, and Distribution

Country	Beginning Stocks	Production	Imports	Total Supply	Exports	Domestic Consumption	Ending Stocks
—Metric Tons Net Weight 1/ —							
<b>Northern Hemisphere</b>							
<b>Greece</b>							
1994/95	1,576	15,018	102	16,696	15,091	1,200	414
1995/96	405	20,100	100	20,605	18,900	1,200	414
1997/98 F	505	12,000	100	12,605	10,000	1,200	
<b>Spain</b>							
1994/95	200	12,600	280	13,080	8,000	4,500	580
1995/96	580	18,060	70	18,710	13,700	4,500	510
1997/98 F	510	15,500	100	16,110	11,500	4,500	110
<b>Total Northern Hemisphere</b>							
1995/96	1,776	27,618	382	29,776	23,091	5,700	994
1996/97	985	38,160	170	39,315	32,600	5,700	924
1997/98 F	1,015	27,500	200	28,715	21,500	5,700	110
<b>Southern Hemisphere</b>							
<b>Australia</b>							
1995/96	2,711	4,380	1,527	8,618	1,204	7,000	414
1996/97	414	9,400	900	10,714	1,800	8,500	414
1997/98	NA	NA	NA	NA	NA	NA	NA
<b>South Africa</b>							
1995/96	10,375	30,661	38	41,074	24,428	6,339	10,307
1996/97	10,307	38,693	38	49,038	24,498	6,548	17,992
1997/98	NA	NA	NA	NA	NA	NA	NA
<b>Total Southern Hemisphere</b>							
1995/96	13,086	35,041	1,565	49,692	25,632	13,339	10,721
1996/97	10,721	48,093	938	59,752	26,298	15,048	18,406
1997/98	NA	NA	NA	NA	NA	NA	NA
<b>Total</b>							
1995/96	14,862	62,659	1,947	79,468	48,723	19,039	11,715
1996/97	11,706	86,253	1,108	99,067	58,898	20,748	19,330
1997/98	NA	NA	NA	NA	NA	NA	NA

Note: For Calendar year reference, MY 1995/96 would become CY 1995

1/ One metric ton 48.99 standard 45-lb. net cases of 24 x 2 1/2 cans

Source: U.S. Agricultural Attache Reports

**United States: Canned Peach Imports**  
Marketing Year June/May

Country	1992/93	1993/94	1994/95	1995/96	1996/97
--Metric Tons Net Weight 1/ --					
Greece	19,021	15,515	16,743	10,489	19,475
Spain	986	829	233	31	4,324
South Africa	382	3,319	1,693	1,546	2,717
Chile	879	1,076	1,637	1,755	1,166
China	0	2	97	199	244
Japan	1	0	0	0	69
France	38	42	49	44	56
Italy	18	316	4	3	19
Other	596	112	283	33	17
Grand Total	21,921	21,211	20,739	14,100	28,087

Source: U.S. Census Bureau

1/ One metric ton equals 48.99 cases standard cases of 24 x 2 1/2 cans

**United States: Canned Peach Exports**  
Marketing Year June/May

Country	1992/93	1993/94	1994/95	1995/96	1996/97
--Metric Tons Net Weight 1/ --					
Canada	2,691	2,809	3,908	5,589	4,192
Japan	5,812	5,674	4,595	4,290	2,559
Korea	259	820	2,314	2,495	1,593
Taiwan	2,460	1,719	1,259	1,852	1,295
Russian Federation	0	67	185	176	1,077
Singapore	754	1,194	1,164	958	900
Hong Kong	1,467	1,768	943	867	809
Costa Rica	381	558	441	752	494
Mexico	1,775	1,400	454	294	451
Philippines	744	382	1,018	617	442
Germany	156	31	74	48	233
Guatemala	75	176	200	186	217
El Salvador	82	162	117	186	214
Saudi Arabia	532	460	137	166	201
Other	2,627	2,089	1,960	2,817	1,329
Grand Total	19,815	19,309	18,769	21,293	16,006

Source: U.S. Census Bureau

1/ One metric ton equals 48.99 cases standard cases of 24 x 2 1/2 cans

**United States: Canned Pear Exports**  
Marketing Year June/may

Country	1992/93	1993/94	1994/95	1995/96	1996/97
--Metric Tons Net Weight 1/ --					
exp	1,508	1,554	2,795	5,669	2,703
Japan	506	402	485	623	311
Germany	18	53	170	82	115
United Kingdom	466	0	14	90	85
Mexico	321	164	25	0	77
Hong Kong	25	29	51	84	49
Russian Federation	0	32	110	53	43
Norway	32	14	24	12	42
Singapore	76	88	113	9	41
Thailand	4	4	19	6	39
Malaysia	0	0	13	16	31
Netherlands Antilles	17	0	16	0	27
Other	932	550	885	671	143
<b>Grand Total</b>	<b>3,905</b>	<b>2,890</b>	<b>4,720</b>	<b>7,315</b>	<b>3,706</b>

Source: U.S. Census Bureau

1/ One metric ton equals 48.99 cases standard cases of 24 x 2 1/2 cans

**United States: Canned Fruit Mixtures Exports**  
Marketing Year June/May

Country	1992/93	1993/94	1994/95	1995/96	1996/97
--Metric Tons Net Weight 1/ --					
Canada	6,542	5,677	5,635	5,531	7,422
Philippines	3,337	1,289	2,801	4,313	3,804
Japan	4,708	6,205	5,612	4,163	3,555
Hong Kong	3,753	3,999	3,915	2,793	1,970
Singapore	2,662	2,575	4,476	3,124	1,826
Costa Rica	642	712	608	831	834
Saudi Arabia	3,096	1,387	458	1,055	820
Panama	1,138	863	744	637	597
Korea	101	208	720	238	421
Taiwan	1,709	1,106	971	622	416
El Salvador	140	266	283	360	337
Mexico	501	547	668	100	185
Other	6,567	3,140	2,386	2,499	2,762
<b>Grand Total</b>	<b>34,896</b>	<b>27,974</b>	<b>29,277</b>	<b>26,266</b>	<b>24,949</b>

Source: U.S. Census Bureau

1/ One metric ton equals 48.99 cases standard cases of 24 x 2 1/2 cans



U.S. Exports of Selected Horticultural Products  
By Destination

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996		Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996
<b>Fresh Apples</b>	<b>MT</b>										
Canada	8,191	7,752	72,196	79,944	82,273		6,143	5,612	56,673	56,908	64,446
Mexico	4,507	6,526	76,938	92,992	77,728		2,208	3,513	39,494	46,258	39,891
Indonesia	2,598	9,218	45,529	71,501	47,561		2,100	5,035	32,148	41,797	33,630
Hong Kong	4,775	5,721	41,955	45,529	44,951		3,179	3,380	27,351	26,196	29,173
Taiwan	5,967	3,362	96,266	108,341	108,385		4,477	2,021	68,701	71,335	77,035
Other Countries	8,242	12,990	194,785	264,396	204,054		5,464	7,077	120,729	151,424	127,162
Subtotal:----	34,280	45,568	527,669	662,702	564,953		23,570	26,638	345,096	393,918	371,337
<b>Fresh Pears</b>	<b>MT</b>										
European Union	0	0	11,402	7,201	11,516		0	0	4,997	3,418	5,059
Canada	6,338	7,915	40,567	34,635	46,641		4,035	4,592	29,221	27,381	33,779
Mexico	2,160	2,251	28,045	29,632	30,524		1,058	1,127	14,085	14,225	15,313
Brazil	336	60	19,361	16,964	20,096		249	43	8,455	7,303	8,921
Taiwan	95	139	10,533	4,682	11,090		53	68	6,125	2,942	6,595
Other Countries	417	295	23,674	18,063	24,559		374	217	14,084	12,401	14,794
Subtotal:---	9,345	10,660	133,583	111,175	144,426		5,770	6,047	76,966	67,670	84,460
<b>Fresh Apricots</b>	<b>MT</b>										
European Union	9	4	457	286	457		33	5	405	408	405
Canada	38	76	2,395	4,353	2,422		58	106	3,379	4,575	3,427
Mexico	0	0	99	1,224	145		0	0	79	986	117
Indonesia	0	7	76	8	76		0	5	53	8	53
Taiwan	16	39	161	147	161		20	66	90	188	90
Other Countries	9	32	231	237	231		13	46	220	253	220
Subtotal:----	72	158	3,418	6,253	3,492		124	229	4,226	6,418	4,312
<b>Fresh Cherries</b>	<b>MT</b>										
European Union	1,147	1,066	10,724	9,565	10,859		1,881	2,935	18,734	21,306	18,828
Canada	124	473	4,835	7,230	4,838		330	1,093	12,762	17,758	12,770
Hong Kong	22	132	1,537	2,758	1,537		25	384	4,399	6,978	4,399
Taiwan	261	147	3,249	4,917	3,254		941	494	10,998	15,536	11,024
Japan	14	9	13,113	12,943	13,135		95	36	79,966	74,220	80,111
Other Countries	129	132	1,078	1,085	1,078		294	295	3,671	3,548	3,675
Subtotal:----	1,697	1,959	34,535	38,499	34,702		3,566	5,237	130,531	139,346	130,807
<b>Fresh Peach/Nect</b>	<b>MT</b>										
Canada	8,406	10,283	39,699	48,824	41,788		6,734	7,879	39,109	41,188	41,621
Mexico	2,764	5,780	5,001	13,407	8,152		1,325	2,482	2,507	6,460	4,160
Brazil	834	77	1,707	499	1,986		817	69	1,588	473	1,848
Hong Kong	642	416	2,405	3,630	2,728		544	358	1,988	2,775	2,300
Taiwan	4,182	6,834	14,049	23,685	16,145		4,892	9,044	15,456	29,449	18,107
Other Countries	836	1,591	3,443	4,586	4,023		689	1,330	3,386	4,209	3,865
Subtotal:----	17,664	24,981	66,304	94,630	74,822		15,001	21,161	64,035	84,554	71,900
<b>Fr. Plums/Prunes</b>	<b>MT</b>										
Canada	6,056	6,232	19,826	22,159	22,583		4,464	5,163	17,968	18,644	20,690
Mexico	1,443	1,147	3,077	2,833	4,026		873	695	1,893	1,764	2,434
Brazil	827	77	1,729	553	2,033		772	57	1,665	389	1,980
Hong Kong	4,326	3,759	9,928	10,069	11,979		4,184	3,740	8,884	9,215	10,823
Taiwan	10,177	3,594	17,777	19,105	21,677		9,485	3,384	16,023	16,719	19,699
Other Countries	1,237	1,937	3,933	6,071	4,896		1,244	1,586	4,093	5,371	5,071
Subtotal:----	24,066	16,745	56,270	60,789	67,193		21,020	14,625	50,526	52,103	60,698
<b>Fr. Avocados</b>	<b>MT</b>										
European Union	145	55	5,048	2,449	5,984		166	148	4,038	2,675	4,918
Canada	118	127	1,077	1,172	1,183		125	130	1,147	1,342	1,272
Korea, Republic o	10	8	61	83	70		16	19	108	161	122
Hong Kong	0	0	44	80	44		0	0	114	135	114
Japan	269	0	2,769	1,784	2,784		689	0	5,846	3,473	5,866
Other Countries	1	0	25	47	25		5	0	45	88	50
Subtotal:----	544	190	9,024	5,615	10,090		1,001	297	11,298	7,875	12,342
<b>Fr. Kiwifruit</b>	<b>MT</b>										
Canada	86	97	2,310	3,208	2,339		107	110	2,895	3,397	2,939
Korea, Republic o	0	0	1,572	1,558	1,572		0	0	2,640	2,787	2,640
Hong Kong	0	0	173	213	173		0	0	311	383	311
Taiwan	0	0	509	0	509		0	0	831	0	831
Japan	0	0	338	6	338		0	0	293	5	293
Other Countries	0	0	375	396	385		0	0	351	394	365
Subtotal:----	86	97	5,276	5,381	5,315		107	110	7,321	6,966	7,378
<b>Fresh Grapes</b>	<b>MT</b>										
Canada	11,602	12,973	65,013	57,313	98,638		12,984	15,097	82,653	81,069	115,134
Mexico	649	1,827	11,331	9,564	12,392		506	1,754	10,915	9,858	11,805
Philippines	1,136	2,083	9,053	11,160	11,778		1,394	2,320	11,811	15,120	15,220
Hong Kong	7,505	14,532	26,821	34,457	40,877		10,161	19,036	35,412	49,260	56,561
Taiwan	4,717	2,427	11,825	11,848	16,888		6,269	3,352	14,625	15,103	21,407
Other Countries	5,745	8,375	52,344	45,113	59,524		8,093	11,404	72,599	68,347	83,164
Subtotal:----	31,354	42,218	176,386	169,454	240,097		39,407	52,964	228,015	238,756	303,291

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Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996		Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996
<b>Fresh Strawberries MT</b>											
European Union	601	970	3,070	3,114	3,360		1,652	2,100	8,291	7,966	9,126
Canada	2,972	2,855	38,611	38,501	40,439		3,403	3,837	50,052	54,771	52,793
Mexico	794	394	2,428	1,033	2,690		677	681	2,115	1,758	2,401
Switzerland	15	11	236	155	247		31	19	632	444	656
Japan	1,009	1,251	5,307	5,684	6,410		3,933	4,828	19,753	21,314	25,023
Other Countries	41	111	520	555	546		84	216	1,608	1,319	1,674
Subtotal:----	5,433	5,591	50,172	49,043	53,693		9,779	11,680	82,452	87,571	91,674
<b>Fresh Oranges Inc Impl MT</b>											
Canada	3,572	3,854	172,440	193,447	175,616		2,033	2,045	86,520	99,393	88,759
Malaysia	615	353	16,831	21,232	17,073		320	181	8,909	11,629	9,028
Korea, Republic o	165	1,265	23,255	31,055	23,405		181	1,060	13,723	20,104	13,889
Hong Kong	7,619	8,837	98,747	125,382	105,871		4,048	5,413	49,415	71,037	53,799
Japan	4,558	3,770	123,552	122,797	125,389		3,343	2,429	83,951	68,535	85,776
Other Countries	2,154	3,455	64,563	79,036	66,276		1,185	1,884	35,377	42,095	36,449
Subtotal:----	18,683	21,534	499,389	572,949	513,630		11,110	13,013	277,895	312,793	287,699
<b>Fresh Tang/Mand MT</b>											
European Union	0	0	2,395	2,024	2,395		0	0	1,493	1,382	1,493
Canada	9	0	15,856	13,204	15,910		5	0	13,272	10,896	13,310
Korea, Republic o	0	0	1,307	3,535	1,310		0	0	1,756	3,089	1,761
Japan	0	0	1,344	2,726	1,344		0	0	1,251	2,401	1,251
Australia	0	0	577	692	577		0	0	477	581	477
Other Countries	10	0	499	695	499		11	0	344	733	344
Subtotal:----	19	0	21,977	22,876	22,035		17	0	18,593	19,080	18,636
<b>Fresh Grapefruit MT</b>											
European Union	1	0	138,226	137,795	138,387		3	0	61,185	59,690	61,266
Canada	1,719	2,145	69,407	70,801	71,363		932	994	27,840	27,285	28,945
Hong Kong	398	301	9,884	7,516	10,429		269	139	5,761	4,291	6,165
Taiwan	1,379	1,331	23,094	25,986	23,406		676	624	11,515	11,633	11,651
Japan	3,607	2,021	241,176	221,022	242,133		2,202	1,022	143,615	124,259	144,347
Other Countries	468	332	11,589	13,216	11,621		301	232	6,460	9,076	6,484
Subtotal:----	7,573	6,131	493,377	476,336	497,339		4,383	3,011	256,376	236,234	258,858
<b>Fresh Lemons MT</b>											
European Union	0	0	4,549	1,184	4,553		0	0	3,251	926	3,261
Canada	1,925	438	24,819	22,380	26,435		1,532	446	15,702	14,909	16,915
Korea, Republic o	164	254	2,428	3,712	2,665		197	328	2,215	3,551	2,530
Hong Kong	698	211	8,974	8,376	9,973		472	246	5,720	5,717	6,335
Japan	6,989	3,875	81,338	75,381	84,317		7,971	6,536	79,429	84,507	82,485
Other Countries	100	20	4,294	4,270	4,325		69	30	3,094	3,115	3,127
Subtotal:----	9,877	4,799	126,402	115,302	132,269		10,240	7,586	109,411	112,727	114,653
<b>Canned Peaches MT</b>											
Canada	244	421	4,496	4,405	4,869		259	395	4,392	4,803	4,866
Singapore	96	39	632	633	843		88	34	631	609	841
Korea, Republic o	0	0	1,761	1,480	1,969		0	0	1,429	1,138	1,603
Taiwan	212	189	1,237	1,198	1,461		193	137	1,109	969	1,307
Japan	147	163	3,505	2,450	3,644		164	165	3,676	2,575	3,825
Other Countries	264	312	4,658	5,068	4,991		230	283	4,464	4,804	4,808
Subtotal:----	963	1,124	16,289	15,233	17,777		933	1,013	15,700	14,900	17,250
<b>Canned Pears MT</b>											
European Union	0	143	295	343	299		0	116	293	287	299
Canada	105	130	5,508	2,248	5,699		106	133	5,097	2,508	5,309
Turkey	0	0	100	0	100		0	0	144	0	144
Hong Kong	0	0	96	36	103		0	0	85	36	95
Japan	0	24	487	146	593		0	20	440	155	529
Other Countries	40	23	437	371	451		37	20	376	317	386
Subtotal:----	145	320	6,923	3,144	7,245		143	289	6,434	3,303	6,761
<b>Canned Pineapple MT</b>											
European Union	15	128	557	1,108	573		16	110	476	1,011	483
Canada	88	27	1,092	859	1,292		92	21	1,126	815	1,328
Mexico	22	3	160	112	160		19	3	133	114	133
Korea, Republic o	7	17	181	369	185		10	20	155	331	159
Japan	0	33	581	478	632		0	41	524	458	583
Other Countries	89	44	496	543	496		77	38	427	478	427
Subtotal:----	222	252	3,068	3,468	3,339		214	233	2,840	3,208	3,113
<b>Fruit Mixtures MT</b>											
Canada	402	559	5,473	6,740	6,210		485	571	6,730	7,460	7,625
Singapore	63	141	2,245	1,653	2,546		67	169	2,565	1,936	2,916
Philippines	1,150	15	4,492	1,415	5,512		1,416	38	5,216	1,718	6,427
Hong Kong	527	21	2,381	1,178	2,612		604	27	2,711	1,433	2,988
Japan	218	50	3,681	3,071	3,945		248	63	4,199	3,469	4,536
Other Countries	438	406	5,519	6,359	6,051		562	485	6,454	8,653	7,122
Subtotal:----	2,799	1,192	23,792	20,414	26,876		3,381	1,353	27,875	24,669	31,614

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Product and Country		Quantity					Values (1000 Dollars)				
Country Region		Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996
<b>Dried Raisins MT</b>											
European Union		5,792	5,033	48,676	41,685	55,895	9,495	9,392	80,527	73,238	92,269
Canada		1,274	1,366	9,185	10,081	10,659	2,597	2,538	18,193	19,928	21,309
Hong Kong		124	315	4,502	3,689	4,784	201	556	8,836	7,437	9,382
Taiwan		194	443	3,418	3,915	3,787	282	697	4,827	5,809	5,319
Japan		2,320	1,467	22,635	23,623	25,227	3,586	2,405	35,358	39,938	39,861
Other Countries		1,618	1,410	16,483	19,609	18,472	2,604	2,963	29,256	35,303	32,280
Subtotal:----		11,322	10,034	104,899	102,603	118,824	18,763	18,551	176,996	181,653	200,420
<b>Dried Prunes MT</b>											
European Union		2,740	2,666	31,789	27,617	34,726	6,431	5,343	74,073	58,283	80,568
Canada		301	282	3,782	3,782	4,214	685	562	8,785	8,100	9,816
Mexico		62	44	1,004	955	1,123	104	52	1,566	1,570	1,763
Singapore		399	281	991	3,006	1,160	634	564	1,898	5,291	2,168
Japan		883	1,362	11,521	14,424	12,504	1,699	2,176	24,204	29,093	26,130
Other Countries		917	729	7,558	11,327	8,820	1,857	1,537	16,433	23,208	18,628
Subtotal:----		5,301	5,365	56,645	61,112	62,548	11,410	10,233	126,957	125,544	139,073
<b>Dried Figs MT</b>											
Canada		315	286	996	852	1,107	708	650	2,380	2,502	2,676
Switzerland		0	0	70	2	70	0	0	56	11	56
Turkey		0	0	489	0	489	0	0	477	0	477
Hong Kong		17	34	2,373	492	2,631	84	169	2,103	1,785	2,327
Japan		36	20	381	339	418	116	72	1,090	1,101	1,183
Other Countries		45	27	119	130	135	76	73	282	377	343
Subtotal:----		414	367	4,427	1,815	4,850	985	964	6,387	5,775	7,062
<b>Dates MT</b>											
European Union		17	99	1,679	703	1,788	60	146	5,157	2,729	5,596
Canada		42	78	759	695	881	105	183	2,152	1,964	2,524
Switzerland		54	24	345	303	472	162	82	1,325	1,308	1,991
Singapore		16	8	248	82	294	49	25	578	259	745
Australia		11	69	407	504	463	26	199	1,708	2,244	1,993
Other Countries		103	35	850	1,098	889	162	42	1,838	2,207	1,991
Subtotal:----		244	314	4,288	3,384	4,787	563	678	12,759	10,711	14,841
<b>Fcoj KL</b>											
European Union		13,549	38,169	153,724	187,777	174,741	5,703	13,485	49,280	74,523	53,175
Canada		2,221	1,769	26,212	21,256	28,913	3,877	2,730	44,335	34,032	49,103
Korea, Republic of		1,722	1,095	15,742	19,369	17,722	1,343	733	10,793	10,895	12,175
Hong Kong		718	55	9,546	4,209	10,117	356	62	4,138	2,028	4,341
Japan		1,153	3,655	45,893	46,629	50,267	757	1,226	24,462	24,090	26,054
Other Countries		4,676	1,209	42,978	77,400	44,416	1,652	666	18,237	21,389	19,097
Subtotal:----		24,039	45,952	294,095	356,639	326,175	13,688	18,903	151,245	166,957	163,945
<b>Orange Juice NtCnc KL</b>											
European Union		3,695	2,746	25,436	26,680	27,669	1,978	1,548	16,579	17,271	17,825
Canada		5,255	10,603	91,119	116,573	99,179	3,721	7,039	65,151	80,218	70,562
Argentina		299	102	3,300	1,417	3,462	180	69	1,973	873	2,070
Hong Kong		148	192	2,294	3,002	2,642	99	158	1,620	2,668	1,877
Japan		61	303	8,565	2,144	8,729	48	227	7,221	1,662	7,393
Other Countries		1,238	1,670	10,397	14,194	11,180	1,046	1,363	8,770	11,800	9,458
Subtotal:----		10,696	15,617	141,111	164,009	152,862	7,070	10,403	101,314	114,491	109,185
<b>Grapefruit Juice Cnc KL</b>											
European Union		2,252	2,648	24,894	35,460	29,245	1,528	1,146	14,542	18,766	16,347
Canada		245	268	3,335	3,050	3,678	360	342	5,024	4,196	5,539
Switzerland		67	68	1,477	418	1,477	48	48	1,024	300	1,024
Israel		538	0	5,396	602	5,396	115	0	1,685	170	1,685
Japan		1,183	2,207	19,671	16,228	20,668	1,133	974	16,391	13,371	17,317
Other Countries		326	459	2,785	3,038	2,929	138	356	1,770	2,151	1,879
Subtotal:----		4,611	5,649	57,557	58,796	63,393	3,323	2,866	40,436	38,954	43,790
<b>Fresh Asparagus MT</b>											
European Union		41	3	1,287	722	1,304	103	16	4,168	1,944	4,194
Canada		99	165	4,471	6,158	4,567	243	486	12,257	16,449	12,488
Switzerland		6	0	1,988	1,423	1,988	30	0	6,598	4,468	6,598
Japan		324	385	6,246	6,352	6,276	1,864	2,320	27,534	26,148	27,674
Australia		0	0	69	47	79	0	0	260	159	281
Other Countries		22	18	127	226	129	29	46	426	656	432
Subtotal:----		491	570	14,188	14,928	14,344	2,269	2,867	51,243	49,824	51,666
<b>Fresh Broccoli MT</b>											
European Union		20	0	773	287	773	13	0	642	217	642
Canada		1,483	2,082	71,579	71,537	72,958	811	1,207	39,384	44,128	40,258
Hong Kong		469	1,128	3,322	6,174	3,947	344	905	2,558	5,351	3,063
Taiwan		456	752	1,538	2,615	2,026	307	699	1,292	2,491	1,722
Japan		3,756	4,307	42,872	42,838	48,309	2,751	3,316	33,628	34,045	37,720
Other Countries		215	106	1,273	1,076	1,383	168	89	926	930	1,012
Subtotal:----		6,398	8,374	121,356	124,528	129,396	4,394	6,215	78,430	87,161	84,418



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Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996		Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996
<b>Fresh Carrots MT</b>											
Canada	2,720	3,399	77,239	85,072	78,842		1,187	2,009	32,682	40,898	33,756
Trinidad and Toba	19	48	1,330	1,014	1,367		8	14	584	455	601
French West Indie	89	121	1,001	918	1,093		47	69	515	444	560
United Arab Emira	101	419	2,944	3,062	3,399		33	142	1,233	1,101	1,418
Japan	200	198	3,146	1,260	3,296		241	176	3,114	1,323	3,294
Other Countries	1,250	661	5,510	5,505	6,089		641	332	2,900	2,885	3,236
Subtotal:-----	4,379	4,845	91,169	96,831	94,087		2,157	2,743	41,029	47,106	42,864
<b>Fresh Lettuce MT</b>											
Canada	7,243	8,345	222,999	232,360	232,885		3,231	5,213	99,991	111,889	104,167
Mexico	2,527	3,119	8,199	16,512	16,800		1,048	1,227	3,549	6,558	6,158
Singapore	330	364	3,143	3,204	3,655		213	249	2,129	2,138	2,375
Hong Kong	3,100	3,251	17,831	17,223	20,599		1,670	1,957	9,505	10,003	10,994
Japan	162	179	3,200	2,656	3,254		320	165	3,409	2,860	3,528
Other Countries	801	952	8,531	7,356	9,101		453	642	5,292	4,519	5,656
Subtotal:-----	14,162	16,210	263,904	279,312	286,294		6,935	9,452	123,875	137,968	132,876
<b>Fresh Onions MT</b>											
Canada	8,199	12,406	97,546	113,383	103,257		2,775	4,038	34,498	40,665	36,387
Mexico	647	2,129	3,324	12,448	8,484		195	851	1,463	5,284	3,369
Korea, Republic o	3,799	2	4,702	14,022	9,920		1,233	4	1,575	8,698	3,778
Taiwan	2,497	2,026	11,377	11,057	16,187		811	640	2,843	3,271	4,125
Japan	6,896	6,072	86,298	59,528	98,145		2,072	1,949	21,011	14,854	24,422
Other Countries	1,588	3,811	27,311	28,580	30,106		665	1,479	10,291	12,058	11,332
Subtotal:-----	23,626	26,446	230,557	239,017	266,097		7,752	8,961	71,681	84,830	83,413
<b>Fresh Tomatoes MT</b>											
European Union	246	447	1,813	3,382	1,987		568	817	2,949	7,050	3,352
Canada	10,021	9,732	116,782	124,341	125,569		5,292	5,863	89,563	98,659	94,640
Mexico	122	9,460	1,738	12,926	1,913		75	6,532	1,113	9,215	1,237
Bermuda	0	-	453	165	453		0	3	307	151	307
Hong Kong	276	144	597	356	695		135	72	286	175	334
Other Countries	60	81	602	692	669		70	83	490	610	558
Subtotal:-----	10,725	19,865	121,984	141,861	131,285		6,140	13,370	94,708	115,859	100,428
<b>Canned Sweet Corn MT</b>											
European Union	1,849	2,381	42,084	37,900	45,013		1,346	1,714	31,739	26,854	33,790
Korea, Republic o	846	668	6,682	16,363	7,854		941	674	6,758	16,506	8,091
Hong Kong	821	606	16,200	21,948	17,525		706	534	13,332	17,857	14,530
Taiwan	1,407	1,148	19,739	22,321	21,227		1,277	1,029	17,344	19,987	18,629
Japan	4,346	3,394	45,221	60,930	49,004		3,848	2,882	36,515	50,634	39,857
Other Countries	1,661	2,028	25,950	30,991	27,993		1,414	1,507	20,295	24,960	22,086
Subtotal:-----	10,930	10,225	155,876	190,453	168,615		9,532	8,340	125,983	156,798	136,983
<b>Canned Tomato Paste MT</b>											
European Union	951	2,687	8,430	13,589	8,430		663	942	5,704	5,826	5,704
Canada	5,756	5,695	41,401	42,342	49,491		3,874	4,063	32,891	31,174	38,472
Dominican Republi	1,528	0	6,756	124	6,756		548	0	2,531	100	2,531
Korea, Republic o	208	648	5,918	7,717	6,527		164	569	5,333	6,385	5,758
Japan	1,416	751	13,300	8,292	13,439		1,102	641	10,800	6,554	10,914
Other Countries	1,567	1,743	14,070	46,921	16,416		1,145	1,231	12,060	32,348	14,013
Subtotal:-----	11,426	11,524	89,875	118,985	101,059		7,495	7,446	69,319	82,388	77,393
<b>Canned Tomato Sauce MT</b>											
European Union	382	397	5,195	4,711	6,017		481	569	5,783	6,077	6,659
Canada	4,208	4,893	51,491	53,906	55,944		4,061	4,502	46,519	49,937	50,666
Mexico	344	639	3,115	5,193	3,346		238	473	2,414	4,092	2,601
Korea, Republic o	90	131	1,458	1,339	1,479		78	145	1,516	1,278	1,540
Japan	564	438	6,010	5,175	6,420		799	432	6,465	5,820	6,883
Other Countries	1,147	1,209	10,128	9,607	10,848		912	1,280	10,681	9,969	11,518
Subtotal:-----	6,734	7,707	77,397	79,931	84,053		6,569	7,403	73,378	77,174	79,868
<b>Frozen Sweet Corn MT</b>											
European Union	227	92	1,762	2,142	1,881		158	55	1,241	1,539	1,329
Canada	254	273	3,254	4,444	3,583		212	212	2,783	3,363	3,049
Hong Kong	566	211	3,832	4,641	4,201		368	150	2,740	3,319	3,001
Taiwan	204	24	1,217	1,543	1,299		187	18	1,112	1,340	1,181
Japan	2,691	3,095	38,134	37,243	41,255		2,509	3,157	33,861	34,758	36,806
Other Countries	549	1,020	6,597	8,385	7,034		426	640	5,144	6,594	5,464
Subtotal:-----	4,491	4,714	54,797	58,398	59,253		3,860	4,232	46,881	50,914	50,829
<b>Frozen French Fries MT</b>											
Philippines	1,409	1,890	12,103	16,930	13,746		1,047	1,404	9,301	12,188	10,477
Korea, Republic o	2,410	1,764	21,496	26,304	23,889		1,670	1,273	15,131	19,480	16,968
Hong Kong	2,734	2,184	19,713	24,715	21,901		1,816	1,456	13,125	16,528	14,592
Taiwan	1,515	1,631	14,510	19,476	16,064		997	1,072	9,726	13,038	10,737
Japan	13,850	16,789	170,682	186,557	185,615		10,161	12,431	125,918	138,046	136,805
Other Countries	9,271	9,799	82,244	92,142	89,272		6,768	7,987	61,139	73,250	66,605
Subtotal:-----	31,190	34,057	320,747	366,124	350,487		22,459	25,623	234,340	272,530	256,185

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Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996	
Almonds Unshelled MT											
European Union	351	428	3,291	5,132	4,838	915	1,007	7,671	12,200	10,937	
India	459	2,744	6,005	8,267	8,902	1,161	6,895	14,430	20,346	21,723	
Hong Kong	0	0	127	593	446	0	0	308	1,489	1,081	
Taiwan	68	0	335	521	485	166	0	830	1,276	1,193	
Japan	0	40	2,537	973	2,686	0	98	7,158	2,423	7,521	
Other Countries	75	127	1,598	2,140	2,252	166	309	3,829	5,143	5,397	
Subtotal:----	954	3,340	13,892	17,625	19,609	2,408	8,309	34,226	42,877	47,853	
Almonds Shelled/Prep MT											
European Union	8,698	8,787	152,569	86,184	173,542	44,650	41,518	501,569	440,043	602,847	
Canada	480	684	14,793	7,262	15,875	2,575	3,320	35,872	35,292	42,043	
Switzerland	76	108	6,640	2,829	7,074	517	592	17,935	16,153	20,579	
Korea, Republic o	180	175	4,575	2,952	5,082	1,143	852	12,705	15,259	15,579	
Japan	1,482	772	37,327	14,978	39,331	9,581	4,511	88,017	87,287	100,667	
Other Countries	1,085	1,497	36,550	19,390	41,323	4,602	5,948	88,210	93,263	112,511	
Subtotal:----	12,001	12,023	252,453	133,594	282,227	63,068	56,742	744,308	687,297	894,225	
Walnuts, Unshelled MT											
European Union	268	87	47,278	41,470	52,858	498	109	90,866	89,221	103,224	
Canada	71	54	1,539	1,450	1,648	125	104	3,370	3,414	3,596	
Brazil	0	0	1,801	1,698	1,801	0	0	3,564	3,750	3,564	
Israel	0	0	1,159	1,325	1,159	0	0	2,077	2,424	2,077	
Japan	194	0	1,520	897	1,532	347	0	2,701	1,523	2,729	
Other Countries	16	21	3,101	2,707	3,145	64	35	5,967	5,446	6,062	
Subtotal:----	549	162	56,399	49,548	62,144	1,034	248	108,545	105,778	121,252	
Walnuts, Shelled MT											
European Union	88	105	4,685	4,253	5,378	390	251	10,880	10,172	12,522	
Canada	250	216	2,055	2,807	2,310	719	713	7,304	7,915	8,247	
Israel	53	91	1,346	1,125	1,415	261	514	6,333	5,530	6,715	
Japan	510	722	7,423	9,430	8,045	2,453	1,881	31,508	31,107	34,331	
Australia	43	45	843	876	869	244	275	3,396	4,037	3,552	
Other Countries	311	290	3,027	3,745	3,121	587	766	8,648	10,109	9,171	
Subtotal:----	1,254	1,469	19,380	22,237	21,139	4,655	4,399	68,070	68,870	74,538	
Hop Pellets MT											
European Union	27	0	587	1,018	592	155	0	3,032	6,484	3,071	
Canada	127	211	1,364	1,505	1,459	833	1,214	9,058	9,925	9,711	
Brazil	60	12	2,124	1,824	2,160	192	40	11,031	7,717	11,242	
Hong Kong	0	-	126	84	129	0	3	536	328	548	
Japan	0	0	326	239	326	0	0	1,264	870	1,264	
Other Countries	23	28	839	1,193	884	117	70	4,241	6,916	4,605	
Subtotal:----	237	251	5,365	5,863	5,549	1,298	1,327	29,163	32,240	30,441	
Hop Extract MT											
European Union	41	68	1,407	1,160	1,502	525	982	21,019	17,481	22,360	
Mexico	4	21	465	457	477	85	410	12,924	10,594	13,093	
Colombia	12	0	345	57	388	272	0	3,144	1,804	4,309	
Brazil	26	33	308	452	404	283	886	3,539	7,211	4,733	
Korea, Republic o	0	0	102	51	102	0	0	2,205	954	2,205	
Other Countries	54	38	810	863	878	806	637	12,628	12,915	13,524	
Subtotal:----	137	159	3,438	3,040	3,751	1,971	2,916	55,460	50,960	60,224	
Hops, Nspf MT											
European Union	4	19	1,907	1,153	1,971	25	77	9,548	5,176	9,935	
Mexico	13	0	342	73	342	122	0	2,129	423	2,129	
Dominican Republi	17	0	63	34	78	84	0	284	148	338	
Philippines	13	0	46	41	58	232	0	631	713	843	
Japan	0	0	152	276	152	0	0	889	1,164	889	
Other Countries	10	34	254	250	260	119	137	2,677	1,416	2,713	
Subtotal:----	56	53	2,763	1,826	2,860	584	214	16,158	9,040	16,847	
Grape Wine KL											
European Union	6,902	9,286	61,887	79,193	71,798	14,469	20,154	119,679	162,034	140,508	
Canada	3,133	2,438	28,846	31,929	31,755	5,619	4,932	54,808	66,354	61,392	
Switzerland	599	820	8,181	7,052	8,522	703	1,645	12,728	12,689	13,318	
Taiwan	209	406	2,607	5,073	2,746	342	783	3,972	8,777	4,225	
Japan	1,323	2,162	15,382	19,595	16,983	2,200	2,857	25,949	29,639	28,606	
Other Countries	2,129	2,270	22,488	32,498	25,312	3,092	3,603	35,122	49,911	39,433	
Subtotal:----	14,295	17,382	139,392	175,341	157,116	26,425	33,974	252,258	329,404	287,482	

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Product and Country		Quantity					Values (1000 Dollars)				
Country Region		Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996
Fresh Apples	MT										
Canada		1,423	1,500	64,705	66,059	71,851	739	683	25,500	25,027	28,137
Chile		126	39	28,467	26,611	28,467	39	17	13,088	14,386	13,088
New Zealand		7,899	9,655	55,453	52,508	56,234	7,362	6,302	54,260	33,322	54,970
Other Countries		3,542	2,096	18,939	16,514	18,939	904	852	7,035	8,028	7,035
Subtotal:----		12,990	13,289	167,564	161,692	175,491	9,044	7,854	99,883	80,762	103,231
Fresh Pears	MT										
Chile		0	0	33,411	37,216	33,411	0	0	15,665	18,537	15,665
Argentina		0	0	15,637	31,230	15,637	0	0	10,261	21,123	10,261
South Africa, Rep		0	0	5,240	3,792	5,240	0	0	2,231	2,644	2,231
Other Countries		5	5	3,006	5,991	3,084	3	10	5,759	7,736	5,949
Subtotal:----		5	5	57,294	78,229	57,371	3	10	33,916	50,041	34,106
Fresh Apricots	MT										
Chile		0	0	1,344	1,011	1,344	0	0	1,604	1,146	1,604
Turkey		14	0	42	0	60	24	0	69	0	115
New Zealand		0	0	310	245	310	0	0	852	656	852
Other Countries		26	10	26	39	26	55	13	55	118	55
Subtotal:----		40	10	1,722	1,295	1,740	78	13	2,579	1,920	2,625
Fresh Peach/Nect	MT										
Canada		251	60	259	79	448	234	67	240	83	403
Mexico		0	0	127	62	127	0	0	153	60	153
Chile		0	0	40,680	41,216	40,680	0	0	30,487	32,464	30,487
Other Countries		0	0	32	60	32	0	0	42	61	42
Subtotal:----		251	60	41,098	41,418	41,287	234	67	30,922	32,668	31,085
Fr. Plums/Prunes	MT										
European Union		0	0	58	20	58	0	0	117	3	117
Leeward-Windward		38	16	117	69	145	46	19	138	75	166
Chile		0	0	19,943	22,684	19,943	0	0	16,793	20,724	16,793
Other Countries		5	35	53	124	72	13	63	77	193	99
Subtotal:----		43	51	20,172	22,897	20,218	59	82	17,125	20,996	17,176
Fresh Grapes	MT										
Mexico		92	0	60,033	75,701	60,033	40	0	86,826	95,439	86,826
Chile		0	0	276,293	264,609	276,293	0	0	253,861	280,190	253,861
South Africa, Rep		0	0	3,218	7,437	3,218	0	0	2,856	8,676	2,856
Other Countries		0	33	901	2,852	1,554	0	44	1,090	1,517	1,257
Subtotal:----		92	33	340,446	350,599	341,098	40	44	344,633	385,822	344,799
Raspberries	MT										
Canada		1,217	54	4,562	4,164	4,623	2,339	43	8,933	5,803	9,069
Guatemala		1	0	314	194	316	3	2	594	427	605
Chile		0	39	1,097	1,387	1,097	0	38	2,015	3,017	2,015
Other Countries		1	0	411	271	414	4	0	3,280	2,349	3,296
Subtotal:----		1,219	94	6,384	6,016	6,450	2,346	83	14,822	11,597	14,985
Fresh Strawberries	MT										
Canada		2	9	390	81	410	4	29	468	164	493
Mexico		0	0	28,932	14,459	28,946	0	0	52,133	24,496	52,146
New Zealand		0	0	444	544	444	0	0	1,397	1,926	1,397
Other Countries		0	0	244	111	248	0	0	480	237	486
Subtotal:----		2	9	30,011	15,196	30,048	4	29	54,479	26,822	54,522
Bananas	MT										
Honduras		48,841	59,402	644,543	495,537	683,722	12,282	15,494	167,750	131,030	177,675
Costa Rica		83,910	65,976	865,687	893,328	958,097	25,991	20,547	277,262	287,694	305,968
Ecuador		64,620	80,570	789,330	802,668	859,864	18,036	24,844	218,595	246,676	237,956
Other Countries		110,852	110,309	1,154,897	1,214,078	1,281,024	32,519	31,550	335,294	368,374	371,614
Subtotal:----		308,224	316,257	3,454,457	3,405,611	3,782,707	88,829	92,436	998,900	1,033,773	1,093,212
Mangoes	MT										
Mexico		10,882	18,059	138,589	155,138	139,197	4,769	6,948	79,967	95,856	80,298
Guatemala		0	0	6,883	6,766	6,883	0	0	2,736	2,851	2,736
Haiti		0	975	8,029	10,348	8,029	0	634	4,931	7,028	4,931
Other Countries		6	6	11,750	15,450	11,949	3	9	11,760	15,429	12,075
Subtotal:----		10,887	19,040	165,252	187,702	166,058	4,772	7,592	99,393	121,163	100,039
Pineapple	MT										
Mexico		468	1,354	7,600	12,287	7,847	101	398	2,254	3,483	2,343
Honduras		1,386	1,669	30,023	20,856	30,895	387	481	7,944	5,974	8,189
Costa Rica		4,366	11,232	68,861	106,443	75,979	1,940	3,820	26,039	49,059	29,233
Other Countries		3,261	906	12,154	10,740	13,827	2,079	670	7,421	7,641	7,992
Subtotal:----		9,481	15,161	118,639	150,325	128,547	4,508	5,369	43,658	66,158	47,758
Cantaloupe	MT										
Mexico		0	765	140,128	144,954	140,388	0	166	41,469	57,238	41,534
Guatemala		0	0	55,093	66,739	55,093	0	0	16,190	21,621	16,190
Costa Rica		0	0	59,247	60,356	59,247	0	0	27,724	25,151	27,724
Other Countries		47	8	79,037	122,993	79,174	17	3	20,518	26,095	20,584
Subtotal:----		47	773	333,504	395,043	333,902	17	169	105,900	130,105	106,031



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Product and Country		Quantity					Values (1000 Dollars)				
Country Region		Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996
Other Melons	MT										
Mexico		19	0	248,568	275,102	248,606	3	0	63,678	62,023	63,686
Honduras		0	0	20,592	32,643	20,592	0	0	6,858	5,829	6,858
Costa Rica		0	0	20,068	27,345	20,068	0	0	8,471	10,627	8,471
Other Countries		15	3	38,211	47,283	38,258	6	4	13,718	17,568	13,765
Subtotal:----		33	3	327,439	382,373	327,524	9	4	92,725	96,047	92,781
Fr Orng Inc Impl	MT										
Mexico		0	0	7,401	10,288	7,401	0	0	3,196	4,415	3,196
Dominican Republic		673	455	2,856	2,750	3,294	314	208	1,009	1,032	1,257
Australia		5,234	12,303	10,168	15,117	11,523	8,636	16,563	15,636	20,571	17,617
Other Countries		0	7	987	1,083	1,175	0	12	328	506	359
Subtotal:----		5,907	12,766	21,412	29,237	23,393	8,950	16,783	20,169	26,524	22,428
Canned Mandarins	MT										
European Union		1,741	1,128	28,610	22,037	30,512	1,905	1,135	31,410	22,155	33,369
Mexico		91	188	1,054	1,446	1,135	89	195	1,150	1,515	1,231
China, Peoples Re		2,488	3,109	25,295	28,396	26,740	2,539	2,724	26,264	26,654	27,697
Other Countries		56	46	1,441	596	1,460	88	80	1,811	888	1,852
Subtotal:----		4,376	4,472	56,400	52,475	59,849	4,621	4,134	60,636	51,212	64,148
Canned Black Olive MIXEO											
European Union		5,782	21,742	196,697	179,648	204,080	18	45	485	434	510
Mexico		67,060	3,098,450	4,718,902	3,803,000	4,917,802	36	1,481	2,002	1,820	2,099
Morocco		0	17,055	365,411	211,232	388,999	0	25	576	279	611
Other Countries		7,137	72,121	48,806	249,459	50,506	20	131	146	522	148
Subtotal:----		79,979	3,209,368	5,329,816	4,443,339	5,561,387	74	1,682	3,209	3,055	3,367
Canned Green Olive MIXEO											
European Union		5,201,524	5,838,492	53,003,386	56,368,201	56,965,711	14,046	14,236	146,541	143,953	157,808
Turkey		81,136	142,902	636,060	1,812,067	640,748	127	207	945	2,635	954
Morocco		1,146,435	1,391,938	8,054,364	11,032,167	8,366,292	2,568	2,618	17,445	20,330	18,106
Other Countries		44,690	72,304	700,747	937,402	747,542	85	126	1,643	1,959	1,755
Subtotal:----		6,473,785	7,445,636	62,394,557	70,149,837	66,720,293	16,826	17,187	166,575	168,877	178,624
Canned Peaches	MT										
European Union		1,117	1,496	11,761	22,544	13,334	655	934	8,061	14,920	9,000
Chile		6	75	1,258	1,254	1,349	6	55	890	895	963
South Africa, Rep		190	282	1,991	3,322	2,122	161	222	1,467	2,316	1,550
Other Countries		31	2	257	476	257	22	6	213	370	213
Subtotal:----		1,344	1,856	15,267	27,596	17,062	844	1,218	10,632	18,502	11,726
Canned Pineapple	MT										
Thailand		7,793	8,358	75,664	69,135	79,306	5,611	5,689	52,757	46,414	55,317
Indonesia		7,049	8,399	43,918	56,294	49,766	5,355	6,586	30,936	43,962	35,378
Philippines		11,110	8,793	115,604	111,313	127,758	7,640	5,746	75,084	73,621	82,900
Other Countries		2,209	2,857	46,843	27,665	51,545	1,720	2,153	21,638	21,194	23,446
Subtotal:----		28,161	28,408	282,030	264,407	308,374	20,326	20,174	180,415	185,191	197,040
Dried Apricots	MT										
Turkey		438	744	12,251	9,194	13,517	1,056	2,051	25,645	25,848	28,965
Syria		0	0	72	80	72	0	0	100	153	100
Australia		22	2	232	134	248	158	15	821	498	857
Other Countries		70	0	217	421	233	233	0	665	934	717
Subtotal:----		529	746	12,772	9,829	14,069	1,447	2,066	27,231	27,433	30,639
Dates	MT										
Israel		0	0	496	66	514	0	0	1,004	201	1,051
Pakistan		67	1	3,172	1,937	3,189	81	2	3,170	1,778	3,192
China, Peoples Re		24	4	620	330	646	54	7	1,103	600	1,128
Other Countries		0	0	302	171	335	0	0	551	376	610
Subtotal:----		91	5	4,590	2,503	4,683	135	9	5,827	2,956	5,981
Dried Figs	MT										
European Union		0	0	654	885	781	0	0	1,520	2,040	1,807
Mexico		0	79	191	322	304	0	182	526	790	801
Turkey		0	0	678	381	678	0	0	1,239	872	1,239
Other Countries		14	0	44	35	48	5	0	68	75	72
Subtotal:----		14	79	1,567	1,623	1,810	5	182	3,353	3,777	3,919
Dried Raisins	MT										
Mexico		1,230	1,279	7,380	4,254	8,900	1,054	1,354	7,119	4,108	8,554
Chile		326	530	1,556	3,331	1,780	382	785	1,791	4,597	2,055
Turkey		22	20	1,537	311	1,556	29	31	1,569	412	1,590
Other Countries		38	191	286	2,516	289	43	235	296	3,008	300
Subtotal:----		1,616	2,020	10,759	10,412	12,525	1,508	2,406	10,776	12,125	12,499
Apple Juice	KL										
European Union		6,436	3,580	211,382	323,225	222,919	2,937	1,358	89,884	118,552	94,012
Chile		17,546	8,131	108,823	86,624	115,826	6,171	3,094	39,413	28,465	42,294
Argentina		37,291	37,816	282,838	255,004	308,190	12,556	9,531	98,275	64,478	106,548
Other Countries		5,931	14,778	202,099	383,056	209,762	2,910	4,799	80,509	131,616	84,414
Subtotal:----		67,204	64,305	805,142	1,047,908	856,697	24,574	18,782	308,082	343,111	327,267



U.S. Imports of Selected Horticultural Products  
By Destination

Product and Country		Quantity					Values (1000 Dollars)				
Country Region		Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996
Fcoj	KL										
Mexico		5,820	17,905	147,673	167,968	155,363	1,714	3,721	42,878	38,990	45,171
Belize		200	2,245	38,929	68,301	38,929	70	499	12,166	15,718	12,166
Brazil		26,613	57,387	524,389	688,854	557,073	6,683	8,982	130,970	141,872	139,028
Other Countries		5,267	8,331	63,097	101,650	65,248	1,692	1,947	18,156	22,962	18,904
Subtotal:----		37,900	85,869	774,088	1,026,773	816,613	10,160	15,150	204,171	219,541	215,268
Grape Juice	KL										
Mexico		1,856	2,372	6,587	20,223	6,891	635	1,072	3,452	9,193	3,583
Chile		2,217	1,205	28,544	19,110	29,453	684	633	8,108	9,427	8,483
Argentina		21,393	32,806	155,563	146,341	172,237	6,426	11,315	40,741	48,765	45,750
Other Countries		800	3,503	8,215	34,805	10,285	436	1,943	4,329	19,142	5,079
Subtotal:----		26,266	39,887	198,909	220,480	218,866	8,180	14,964	56,631	86,527	62,896
Pineapple Juice, Con	KL										
Thailand		10,699	5,612	95,144	80,248	99,251	3,565	1,988	30,319	25,737	31,823
Indonesia		2,862	2,778	20,896	27,148	22,993	878	860	5,503	8,325	6,140
Philippines		4,929	11,395	95,242	93,098	106,106	747	2,468	14,732	19,181	16,612
Other Countries		2,890	1,418	21,456	24,137	22,331	1,012	419	7,219	8,563	7,548
Subtotal:----		21,380	21,202	232,738	224,631	250,681	6,202	5,734	57,773	61,806	62,123
Frozen Strawberries	MT										
Mexico		160	402	20,556	21,715	20,896	122	344	16,597	18,642	16,838
Guatemala		0	0	216	2	216	0	0	180	28	180
Ecuador		0	0	24	0	24	51	33	443	355	477
Other Countries		8	12	11	193	11	11	53	148	578	174
Subtotal:----		168	414	20,808	21,909	21,148	183	430	17,369	19,603	17,669
Fresh Beans	MT										
Canada		144	703	321	1,499	478	110	447	304	901	402
Mexico		33	42	18,587	18,171	18,611	49	31	20,001	22,312	20,030
El Salvador		0	0	58	1	58	0	0	43	2	43
Other Countries		3	8	131	281	155	4	12	149	321	179
Subtotal:----		180	752	19,097	19,952	19,302	163	491	20,496	23,536	20,653
Fresh Carrots	MT										
Canada		5,881	4,248	59,751	54,692	67,654	1,889	1,552	16,415	14,037	18,424
Mexico		3,647	3,086	32,107	34,721	33,599	647	542	5,340	5,903	5,624
Jamaica & Oep		171	0	189	34	189	32	0	53	10	53
Other Countries		37	13	463	266	502	10	15	188	158	197
Subtotal:----		9,736	7,348	92,510	89,713	101,943	2,579	2,109	21,996	20,108	24,298
Fresh Cabbage	MT										
Canada		2,501	2,524	25,636	19,049	28,206	703	543	7,033	4,004	7,631
Mexico		894	591	12,713	7,133	13,301	156	129	2,272	1,280	2,358
Costa Rica		0	0	20	23	20	0	0	9	13	9
Other Countries		0	5	0	26	2	0	2	1	34	9
Subtotal:----		3,395	3,121	38,369	26,231	41,529	859	675	9,315	5,330	10,007
Fresh Celery	MT										
Canada		1,069	1,163	1,501	2,342	3,207	288	478	394	867	826
Mexico		0	14	23,076	23,321	23,076	0	3	4,797	6,047	4,797
Dominican Republi		12	5	157	117	170	9	2	117	73	124
Other Countries		7	5	113	72	119	28	13	221	153	244
Subtotal:----		1,089	1,187	24,848	25,852	26,572	325	495	5,530	7,140	5,991
Fresh Cucumbers	MT										
Canada		1,622	2,105	5,915	8,578	6,611	927	1,349	5,734	8,402	6,338
Mexico		3,239	3,458	276,028	281,864	277,516	1,013	1,667	105,671	86,729	106,236
Honduras		0	0	10,486	4,805	10,486	0	0	1,986	916	1,986
Other Countries		61	45	1,247	2,249	1,294	71	57	988	1,753	1,048
Subtotal:----		4,922	5,608	293,676	297,496	295,907	2,011	3,073	114,379	97,801	115,608
Fresh Cauliflower	MT										
European Union		0	0	0	2	0	0	0	0	3	0
Canada		2,137	3,061	3,448	4,491	5,990	897	1,312	1,403	1,999	2,378
Mexico		1	50	1,697	873	1,720	1	17	590	286	599
Other Countries		0	13	0	13	0	0	15	0	15	0
Subtotal:----		2,138	3,124	5,145	5,379	7,711	899	1,344	1,993	2,302	2,976
Fresh Garlic	MT										
European Union		158	175	846	934	973	260	263	1,490	1,641	1,721
Mexico		449	350	16,422	12,347	16,715	687	443	18,890	12,806	19,521
Argentina		0	0	2,133	2,115	2,133	0	0	2,872	3,177	2,872
Other Countries		18	28	2,311	1,782	2,617	17	46	2,858	2,489	3,098
Subtotal:----		625	553	21,712	17,178	22,438	964	752	26,111	20,112	27,212
Onions, Exc Seed	MT										
Canada		1,886	445	19,622	20,391	24,124	842	220	5,800	5,828	7,265
Mexico		4,361	4,260	216,397	209,455	219,900	3,937	4,054	123,633	105,028	126,837
Chile		0	0	6,715	4,292	6,715	0	0	2,669	1,849	2,669
Other Countries		887	555	13,944	18,959	14,525	463	392	8,472	8,743	8,908
Subtotal:----		7,134	5,259	256,679	253,096	265,265	5,243	4,666	140,573	121,447	145,679

November 1997

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World Horticultural Trade &  
U.S. Export Opportunities

U.S. Imports of Selected Horticultural Products  
By Destination

Product and Country		Quantity					Values (1000 Dollars)				
Country Region	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996		Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996
Fresh Peppers	MT										
European Union	2,184	2,367	15,207	16,959	16,915		3,859	4,563	39,675	38,987	42,732
Canada	1,462	2,273	4,417	6,451	6,409		1,702	2,919	9,735	13,882	11,377
Mexico	15,469	13,576	227,436	234,544	243,766		5,412	4,745	135,488	180,676	140,762
Other Countries	97	122	2,403	3,794	2,468		143	123	4,458	6,168	4,531
Subtotal:-----	19,212	18,338	249,462	261,748	269,558		11,116	12,349	189,356	239,713	199,403
Seed Potatoes	MT										
Canada	11	86	136,176	113,970	136,546		3	22	26,420	20,146	26,550
Brazil	0	0	20	3	20		0	0	9	3	9
China, Peoples Re	0	8	68	11	68		0	6	40	8	40
Other Countries	0	0	1	0	1		0	0	9	0	9
Subtotal:-----	11	94	136,265	113,984	136,635		3	28	26,478	20,157	26,607
Table Potatoes	MT										
European Union	0	0	0	44	0		0	0	0	43	0
Greenland	0	0	0	0	0		0	0	0	0	0
Canada	6,746	7,268	332,284	188,227	353,273		1,583	1,473	68,148	34,442	71,973
Other Countries	0	2	0	26	0		0	5	0	47	0
Subtotal:-----	6,746	7,270	332,284	188,296	353,273		1,583	1,477	68,148	34,532	71,973
Fresh Tomatoes	MT										
European Union	2,402	4,224	22,646	35,709	24,179		3,745	5,172	42,406	57,687	44,971
Canada	2,969	4,752	19,008	30,982	20,698		3,978	6,584	33,152	50,015	35,439
Mexico	34,418	21,609	647,005	645,413	677,452		16,276	14,616	581,530	475,638	595,875
Other Countries	29	0	2,282	3,270	2,293		37	0	3,684	6,681	3,692
Subtotal:-----	39,818	30,585	690,942	715,373	724,621		24,037	26,372	660,772	590,021	679,977
Fresh Asparagus	MT										
Mexico	1,710	1,985	17,724	20,444	18,317		2,447	2,857	31,983	37,217	32,841
Peru	903	1,712	7,931	9,565	10,048		1,699	2,977	15,086	15,990	18,802
Chile	6	0	2,175	2,268	2,555		5	0	2,136	1,980	2,498
Other Countries	251	257	2,273	3,088	2,413		387	435	3,791	5,575	4,015
Subtotal:-----	2,870	3,954	30,103	35,365	33,333		4,538	6,268	52,996	60,762	58,156
Canned Tomato Paste	MT										
Mexico	0	0	7,987	7,350	7,987		0	0	5,149	5,290	5,149
Chile	59	2	687	591	725		44	2	593	420	618
Israel	602	252	3,154	3,468	3,610		501	208	2,542	3,028	2,919
Other Countries	42	118	1,215	2,189	1,265		58	164	1,312	2,178	1,355
Subtotal:-----	703	372	13,043	13,598	13,587		603	374	9,596	10,915	10,041
Canned Tomato Sauce	MT										
European Union	403	375	6,411	7,683	7,165		532	799	11,105	14,972	11,672
Canada	452	217	9,071	5,298	9,230		322	270	6,258	4,900	6,467
Chile	12	0	1,429	96	1,429		10	0	666	55	666
Other Countries	185	296	2,325	4,635	2,793		240	523	2,217	8,497	2,803
Subtotal:-----	1,052	888	19,236	17,712	20,617		1,105	1,592	20,246	28,424	21,607
Canned Tomatoes	MT										
European Union	2,258	2,611	20,566	44,600	21,943		715	937	5,919	17,570	6,401
Chile	565	259	9,289	2,315	9,578		305	130	4,563	1,116	4,729
Israel	186	537	8,741	5,170	9,042		95	342	5,091	2,937	5,256
Other Countries	406	648	7,242	7,595	8,067		179	298	3,709	3,740	4,106
Subtotal:-----	3,416	4,055	45,838	59,680	48,630		1,295	1,707	19,282	25,363	20,491
Canned Mushrooms	MT										
Chile	404	211	3,460	2,770	3,820		838	439	7,177	5,797	7,923
Indonesia	1,606	1,156	13,837	14,878	14,816		3,565	2,464	32,140	31,281	34,242
China, Peoples Re	3,006	2,378	21,540	32,289	24,240		4,661	3,649	38,124	47,162	42,172
Other Countries	1,137	1,397	12,883	12,799	13,694		2,195	2,626	29,585	25,715	31,225
Subtotal:-----	6,154	5,142	51,720	62,735	56,569		11,259	9,177	107,027	109,956	115,561
Frozen Broccoli	MT										
Mexico	7,858	8,472	149,368	136,315	159,762		4,500	5,240	80,013	83,387	86,151
Guatemala	3,216	2,821	19,181	17,682	21,834		2,284	2,123	14,017	12,670	15,988
China, Peoples Re	0	0	41	0	41		0	0	36	0	36
Other Countries	0	0	26	184	26		0	0	13	174	13
Subtotal:-----	11,074	11,293	168,616	154,181	181,663		6,784	7,364	94,078	96,231	102,188
Frozen Cauliflower	MT										
Canada	23	70	222	709	237		19	58	147	578	163
Mexico	434	377	15,405	15,469	16,520		330	284	9,415	11,553	10,233
Guatemala	298	122	1,505	897	1,570		208	107	1,103	701	1,148
Other Countries	11	51	24	197	24		6	15	15	111	15
Subtotal:-----	767	620	17,156	17,271	18,351		562	465	10,681	12,943	11,559
Frozen Potatoes	MT										
European Union	2	19	108	481	109		5	8	134	306	136
Canada	14,373	20,038	167,125	264,512	182,071		8,978	11,490	102,448	155,867	111,744
New Zealand	0	71	106	71	106		0	86	95	86	95
Other Countries	3	4	50	67	56		8	17	149	180	165
Subtotal:-----	14,377	20,132	167,390	265,131	182,342		8,990	11,602	102,826	156,439	112,141

U.S. Imports of Selected Horticultural Products  
By Destination

Product and Country		Quantity					Values (1000 Dollars)				
Country Region		Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996	Aug FY 1996	Aug FY 1997	Oct-Aug FY 1996	Oct-Aug FY 1997	Oct-Sep FY 1996
Pistachios, Nsh	MT										
Turkey		0	48	155	486	155	0	195	414	1,840	414
China, Peoples Re		0	0	32	0	32	0	0	49	0	49
Mozambique		14	0	14	0	14	100	0	100	0	100
Other Countries		0	0	0	2	0	0	0	0	10	0
Subtotal:----		14	48	202	487	202	100	195	564	1,850	564
Cashew Nut	MT										
Brazil		2,373	2,062	24,010	24,140	26,493	11,223	9,472	116,284	109,194	127,848
India		3,731	2,635	25,449	26,241	28,817	19,745	12,927	129,210	130,457	146,499
Mozambique		408	403	2,413	3,147	2,715	1,698	1,529	10,147	11,622	11,360
Other Countries		494	557	2,801	3,762	3,013	2,308	2,461	13,509	16,233	14,506
Subtotal:----		7,005	5,658	54,672	57,290	61,038	34,975	26,389	269,150	267,506	300,213
Filberts	MT										
European Union		6	5	118	103	122	30	25	507	533	531
Canada		4	0	402	139	402	4	0	423	149	423
Turkey		107	120	3,247	3,503	3,321	311	640	10,590	14,091	10,802
Other Countries		0	0	22	49	22	0	3	64	134	64
Subtotal:----		117	126	3,788	3,793	3,866	345	668	11,585	14,907	11,820
Pecans, Nsh	MT										
European Union		0	0	0	0	0	0	0	0	0	0
Greenland		0	0	0	0	0	0	0	0	0	0
Mexico		0	0	19,787	15,246	20,050	0	0	27,100	15,683	27,298
Other Countries		0	0	0	0	0	0	0	0	0	0
Subtotal:----		0	0	19,787	15,246	20,050	0	0	27,100	15,683	27,298
Roses	M										
Guatemala		3,741	2,397	38,963	37,333	42,906	551	390	5,714	5,860	6,294
Colombia		37,951	39,083	515,082	555,565	550,909	7,431	7,481	113,788	117,364	120,307
Ecuador		12,485	16,933	164,058	217,190	178,404	2,251	3,083	32,522	44,188	35,016
Other Countries		3,357	2,687	52,817	49,379	57,016	1,039	1,101	21,654	21,822	23,257
Subtotal:----		57,534	61,100	770,920	859,466	829,234	11,272	12,055	173,678	189,235	184,874
Carnations	MIXED										
Guatemala		0	0	0	0	0	52	167	897	1,270	982
Colombia		0	0	0	0	0	5,866	6,945	117,485	100,738	124,459
Ecuador		0	0	0	0	0	205	319	3,076	4,099	3,327
Other Countries		0	0	0	0	0	0	19	791	1,239	809
Subtotal:----		0	0	0	0	0	6,124	7,450	122,249	107,345	129,577
Chmp & Sprk Wine	KL										
European Union		2,772	2,817	27,868	26,355	30,790	28,214	31,123	279,378	296,028	312,901
Chile		5	5	66	66	71	10	31	236	301	249
Australia		4	14	69	108	74	19	53	252	454	273
Other Countries		3	2	119	103	133	19	7	485	327	553
Subtotal:----		2,784	2,837	28,121	26,631	31,069	28,261	31,214	280,350	297,110	313,976
Ft & Verm Wine	KL										
European Union		692	684	6,721	7,867	7,214	1,758	1,639	16,256	19,395	17,526
Bermuda		0	5	30	16	30	0	13	73	46	73
Bulgaria		0	0	10	0	10	0	0	15	0	15
Other Countries		2	0	7	17	13	4	0	12	38	21
Subtotal:----		693	689	6,767	7,900	7,266	1,762	1,653	16,356	19,480	17,636
Other Grape Wine	KL										
European Union		21,792	26,290	196,406	259,294	210,882	78,340	84,269	763,860	907,403	823,372
Chile		5,174	5,386	35,966	49,771	41,201	8,525	10,735	65,795	104,737	74,631
Australia		1,671	2,227	15,236	20,676	17,176	7,779	10,492	69,372	99,543	78,295
Other Countries		1,821	2,342	17,960	21,611	19,394	3,385	4,080	32,961	41,696	35,501
Subtotal:----		30,457	36,245	265,568	351,351	288,652	98,029	109,576	931,987	1,153,379	1,011,799
Wine, Other Products	KL										
European Union		472	506	4,980	4,244	5,441	513	555	6,025	5,351	6,566
Canada		21	163	1,033	1,341	1,183	15	194	707	1,510	835
Japan		169	106	1,477	1,538	1,627	593	526	6,527	7,391	7,251
Other Countries		52	84	975	855	1,055	140	148	1,974	1,682	2,101
Subtotal:----		713	860	8,466	7,977	9,306	1,261	1,422	15,233	15,934	16,753



# Survey the New Frontiers.

Survey the frontiers of agriculture at USDA's seventy-fourth outlook forum. Catch the latest commodity prospects for 1998 and beyond and receive new long-term projections to the year 2007. Hear noted experts and farm leaders tackle front line issues: managing risk, selling bio-engineered products, ensuring food safety, marketing organic foods, honing export strategies, and more.



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**February 23 and 24, 1998  
Washington, D.C.**

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